

## Mitterrand Refuses Reagan Invitation To Allies' Meeting

By Michael Dobbs  
Washington Post Service  
PARIS — President François Mitterrand turned down Tuesday an invitation from President Ronald Reagan to the leaders of six major industrial nations to attend a meeting in New York this month to discuss November's U.S.-Soviet summit meeting.

French political analysts said that Mr. Reagan's invitation had come at an embarrassing time for Mr. Mitterrand, who was due Wednesday to greet Mikhail S. Gorbachev on his first visit to the West as Soviet leader.

## Czech Plane Fires at U.S. Copter Over W. Germany

By Michael Weisskopf  
Washington Post Service

WASHINGTON — A Czechoslovak military jet crossed into West Germany on Saturday and fired at least two missiles at a U.S. Army helicopter flying a "routine" observation mission near Czechoslovakia's southwest border, Pentagon officials said Tuesday.

The Cobra attack helicopter carrying a two-man crew was not struck and returned safely to its base near Nuremberg without firing back, said Robert M. Sims, a Pentagon spokesman.

The United States filed a "strong protest" with the Czechoslovak Embassy on Monday, Mr. Sims said. The Cobra, he said, had done nothing to provoke "this irresponsible act which endangered the lives of the U.S. crewmen."

The incident was the 17th violation of West German airspace by Warsaw Pact aircraft in the last six months but the first in which missiles were fired at a U.S. aircraft, according to Mr. Sims.

In April 1984, a U.S. Cobra came under missile and cannon attack from two Soviet-built planes as it flew an observation patrol along the West German-Czechoslovak border. The West German border police said later that the helicopter, which escaped damage, apparently had strayed into Czechoslovakia.

A Pentagon official said that Saturday's attack took place over West Germany, near the town of Freyung. He said that intelligence reports indicate that the pilot of the Czechoslovak L-39 jet trainer knew the Cobra had not strayed across the border.

"You have to believe either they're not under positive control or the incident was deliberate provocation," he said of the Czechoslovak pilot.

A State Department official said that the attack reflected the "cat-and-mouse game" played by opposing aircraft patrolling the borders separating Warsaw Pact and NATO nations. There was no indication that the L-39 intended to hit the Cobra, the official said.

"I don't think a chopper would have been too hard to hit if they took aim," he said. "But we need to remind them that we take these things seriously. Maybe next time they won't miss."

Mr. Sims said that the L-39 fired two to four rockets without warning. He said he did not know the type and range of the air-to-air missiles.

The analysts said that Mr. Mitterrand's refusal to join other Western leaders was likely to strengthen his negotiating hand with Mr. Gorbachev during their three days of formal talks.

According to senior French officials, France has refused to sign a joint communiqué, to be issued during Mr. Gorbachev's visit, that would have condemned the militarization of space and Mr. Reagan's Strategic Defense Initiative.

A communiqué from the Elysée presidential palace said that Mr. Mitterrand would not attend the meeting in New York on Oct. 24, but it added that he would be happy to meet with Mr. Reagan at a later date.

Other U.S. allies invited to the New York meeting on arms control and East-West relations are Britain, West Germany, Canada, Italy and Japan.

A spokesman for the French president, Michel Vauzelle, said earlier that meetings of the kind suggested by Mr. Reagan could not seem to be absolutely indispensable.

He said, "It isn't necessary to go to New York to meet other partners or make known the European point of view on East-West relations."

France has traditionally viewed with suspicion what it sees as attempts to turn the annual economic summit meetings of the seven leading Western industrialized countries into a kind of political directorate.

Mr. Mitterrand has publicly questioned the usefulness of the summit meetings on several occasions, hinting that France might eventually decide not to take part.

"Reagan's invitation caught Mitterrand in a difficult position," a French diplomat said privately. "On the one hand, France is always looking for ways of emphasizing its independence while on the other we also explain that the Americans don't consult us enough."

Analysts said that Mr. Mitterrand was looking for ways to emphasize French independence before parliamentary elections in March.

The vigorous defense of French interests is likely to benefit his standing in public opinion, which has been undermined by the scandal over the sinking of a Greenpeace ship.

(Continued on Page 5, Col. 3)



The PLO's headquarters south of Tunis lay in ruins after the Israeli air raid on Tuesday.

## Israeli Planes Destroy PLO Headquarters in Tunis; At Least 30 Die

Compiled by Our Staff From Dispatches  
TUNIS — Israeli jets destroyed the Palestine Liberation Organization headquarters Tuesday in retaliation for the murders Sept. 25 of three Israelis in Cyprus.

Yasser Arafat, the chairman of the PLO, was not injured. He had returned Monday night from Moscow but was not at the three-story building compound in the Tunis suburb of Borj Cedria when the jets attacked, a Palestinian source said.

A PLO spokesman said that about 60 people were killed in the raid, including many Tunisians. Medical sources in Tunis put the death toll at about 30, said that about 100 were wounded.

In Tel Aviv, Israel's chief of

staff, said that 30 to 50 people were killed and more were wounded.

General Levy also indicated that Mr. Arafat was a target, saying Israel knew he was expected at the scene at the time of the attack.

President Ronald Reagan said in Washington after the raid that nations have the right to retaliate against terrorist attacks "as long as you pick out the people responsible."

The president, asked whether U.S.-manufactured planes were involved, said, "I'm not going to comment on that at all and I don't know, I don't know the facts."

Asked whether the Israelis had chosen the "responsible people" in their air raid, the president said, "I've always had great faith in their intelligence."

Defense Minister Itzhak Rabin said: "This action was intended to warn that there is no immunity to any PLO group anywhere in the world and the long hand of the IDF will know how to find them to hurt them." The reference was to the Israeli Defense Forces.

It was the deepest Israeli penetration raid into Arab territory and the most distant operation since the air force rescued Israelis held in Uganda in 1976.

Witnesses said six to eight jets took part, but Israeli authorities refused to confirm the figures. Officials said that the planes flew a 1,500-mile (2,500-kilometer) round trip and refueled in mid-flight.

Mr. Arafat later toured the devastated site but would make no comment. According to a report from the Kuwait press agency in Tunis, Mr. Arafat narrowly escaped death, changing his mind about visiting the headquarters minutes before the Israeli jets swooped down.

At least one of the dead was a member of Force 17, Mr. Arafat's elite bodyguard. Israel blamed Force 17 for the murders Sept. 25, the Jewish holy day of Yom Kippur, of two men and a woman aboard an Israeli yacht anchored at Larnaca, Cyprus.

Three gunmen who said they were fighting for the Palestinians surrendered after the killing. One of them was a Briton.

The British man, the Histadrut labor union said in Tel Aviv, Prime Minister Yitzhak Rabin said: "We will not give it an affair and we will not give it a reward."

The Tunisian government requested a second United Nations Security Council session to condemn the attack.

In Luxembourg, European Community foreign ministers denounced the raid and urged the president of the council to meet a joint Palestinian-Jordanian peace delegation that the United States and Israel have refused to accept.

Egypt denounced the attack and said that it would refuse to receive an Israeli delegation due in Cairo this week for talks on Tabu, a small stretch of beach on the Red Sea that is claimed by both countries.

An Egyptian statement said (Continued on Page 5, Col. 1)

## Moslem Group Releases Photos of 4 Soviet Hostages

By Andrew Tamowski  
Reuters

BEIRUT — A Moslem group holding four Soviet Embassy officials hostage in Lebanon released photographs Tuesday of them with pistols at their heads and threatened to execute one of them.

The color photographs and the threat were delivered to an international news agency soon after a source close to the embassy said that the Russians were alive in Beirut.

The statement by a group calling itself the "Liberation Organization — Khalid Ibn al-Walid Forces" said: "We will start carrying out the death sentence on the first hostage at 9 P.M. unless the atheistic campaign against Islamic Tripoli stop."

Tripoli, the port city in northern Lebanon, is ringed by Syrian troops, tanks and artillery; as leftist militias backed by Damascus are attacking pro-Iranian Moslem fundamentalists for control of the port.

The Soviet Union is a close ally of Syria and its main arms supplier. The embassy identified the photographs of the hostages issued by the Islamic Liberation Organization

as Arkady Katakov, the consular secretary, Valery Mirkov, a commercial official, Nikolai Svirsky, the embassy doctor, and Oleg Spirine, the cultural attaché.

Sets of photographs were sent to international news agencies but, in a distribution muddle, each at first received pictures of only three men, with two copies of one of them.

The pictures showed a hand with a cocked pistol at the head of each man. Mr. Svirsky appeared to have a bruise on his right arm.

On Tuesday night, Soviet television called the kidnapping an act of terrorism committed by far-rightists.

An appalling crime has been committed in Beirut, an announcer said on the main evening news program. "Bandits from one of the arch-reactionary, ultra-rightist organizations have taken as hostage four members of Soviet institutions in Beirut."

The statement was the first official comment on the kidnapping. Syria has remained silent.

The Islamic Liberation Organization, a previously unknown group, also sent photocopies of identity documents of two of the Russians to Beirut newspapers. The organization said that it had no links with Islamic Jihad, a shadowy

group that has claimed credit for previous kidnappings in Beirut.

In a rash of conflicting claims, anonymous callers to one international news agency said that Islamic Jihad held the four men and would start executing them Tuesday afternoon.

But a caller claiming to speak for Islamic Jihad denied any relation with a statement attributed to it regarding the kidnapping of the Soviet diplomats, the caller said.

An earlier caller had said that Islamic Jihad had killed two of the Soviet hostages.

The four men are the first Russians seized in West Beirut, where Islamic Jihad has claimed responsibility for a number of kidnappings of Westerners in the past 20 months.

Islamic Jihad is believed to be holding six Americans and four Frenchmen among a total 14 other foreigners missing after being abducted in the Moslem sector of the city.

All claims about the Russians linked the abductions to the fighting in Tripoli.

Stop the advance on Moslem (Continued on Page 5, Col. 4)



Photos released Tuesday show the four Russians abducted in Beirut. They are at top, from left, Oleg Spirine and Arkady Katakov, and at bottom, from left, Valery Mirkov and Nikolai Svirsky. The photos were cut by the kidnappers to show only the men and the guns held to their heads.



The Soviet arms negotiator, Viktor P. Karpov, with crossed fingers in Geneva on Tuesday.

## Soviet Says U.S. Fails to Reply Positively on Arms

By James M. Markham  
New York Times Service

GENEVA — The chief Soviet negotiator at the Geneva arms talks accused the United States on Tuesday of failing to respond positively to what he called a balanced and comprehensive proposal for the reduction of nuclear weapons.

In an unusually lengthy conversation with journalists before Tuesday's special plenary session, Viktor P. Karpov, the chief Soviet delegate, said his government's proposal could be the basis for further discussions and decisions.

"So what we need for progress is that the American side change the attitude towards the discussions," said Mr. Karpov, who spoke in English inside a Soviet residential compound here. "And we'll take a stand that will allow both delegations to work together, having in mind the same aim — preparing concrete practical results."

Mr. Karpov outlined the new Soviet offer Monday and gave further details Tuesday in a 90-minute meeting with the American delegation, led by Max M. Kampelman. Much of Tuesday's session was understood to have been devoted to a reiteration of known Soviet positions, including a call for a ban on

the further deployment of nuclear weapons.

Mr. Karpov denied Tuesday that the proposal was tilted to favor the Soviet side. "It's as balanced as I'm standing on my feet," he said. "It covers all three areas of the discussions and it's well balanced."

U.S. Assays Soviet Offer  
Earlier, Hedrick Smith of The New York Times reported from Washington:

U.S. officials said that the Soviet proposal to reduce U.S. long-range and medium-range offensive weapons by 50 percent while offering a parallel reduction that would cover only Soviet long-range weapons, made such cutbacks conditional on a ban on research into space-based defenses — which the Soviet Union calls "space strike weapons" — and a ban on testing or deployment of space-based defenses or anti-satellite weapons.

The officials here said the proposal was regarded in Washington as a return from recent indications — in a Time magazine interview with Mikhail S. Gorbachev, the Soviet leader, and comments to a group of U.S. senators visiting Moscow — that the Kremlin might accept basic laboratory research on anti-missile defenses.

Another central element in the Soviet proposal, Washington officials said, was a ban on deployment of new strategic weapon systems.

American officials said this appeared to allow Moscow to proceed with deployment of two land-based intercontinental missiles, the SS-24 and the SS-25, but to bar the United States from deploying the land-based MX and Midgetman missiles, the submarine-based Trident D-5 missile and the Stealth bomber, which are at earlier stages of development.

The U.S. administration's standing offer to Geneva calls for a ceiling of 5,000 missile warheads for each side, no more than half of which can be on land-based missiles.

Some officials in Washington said they were inclined to treat the Soviet proposal as a tough opening position that left room for compromises.

These officials said it was important that Moscow was willing to put forward a concrete proposal and thus open the way to serious negotiations after having refused for six months to make a formal offer. In this vein, Secretary of State George P. Shultz on Sunday welcomed the Soviet initiative.

Other officials contended that

the Soviet stand was so tough that it might preclude serious give-and-take.

"A 50-percent reduction sounds good," said another official. "But when you look at the actual numbers, a reduction of 50 percent of what, it's worse than what we had expected."

Administration specialists in arms control said they were disturbed by a renewed Soviet effort to force reductions in American nuclear systems based in and near Europe and capable of striking the Soviet Union. They said Moscow had offered no comparable limitations on its medium-range nuclear weapons based in Europe.

The Russians asserted that the United States had a total of more than 3,500 strategic delivery vehicles that would be affected by its proposal of a 50-percent cut. The tally includes Pershing-2 missiles, ground-launched cruise missiles and American nuclear bombers based in Europe or on aircraft carriers in the Mediterranean, as well as long-range American bombers and intercontinental missiles.

By comparison, the Soviet Union said its own total was 2,504, according to American officials. But (Continued on Page 5, Col. 1)

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### BUSINESS/FINANCE

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## E.B. White, Dean of American Essayists, Dies at 86

By Herbert Mitgang  
New York Times Service

NEW YORK — E. B. White, 86, America's most influential essayist and stylist, died Tuesday of Alzheimer's disease at his home in North Brookline, Mass., where he had lived for the past half-century.

Mr. White was one of the country's great literary resources. His significance as a writer crossed generations of readers and influenced many fellow-writers wise enough to emulate his standards of clarity and grace.

His classic children's books, "Stuart Little," "Charlotte's Web" and "The Trumpet of the Swan," continue to sell in the hundreds of thousands every year.

His importance to students was immeasurable because of his slim book on English usage, "The Elements of Style," which is used as a text in high schools and colleges.

His comments, pieces and poems in The New Yorker helped to set the tone of sophisticated wit, irreverence and necessary candor almost since the magazine's beginnings in the 1920s.

And his independent stands in

Helen MacInnes, the mystery writer, is dead at 77. Page 6.

the "Talk of the Town" column of The New Yorker and elsewhere brooked no nonsense about excesses in American corporate and political life.

Mr. White's score of books, which include essays, poems, sketches and letters, include "The Points of My Compass," "The Second Tree from the Corner," "Here is New York," "One Man's Meat" and, with the late James Thurber, "Is Sex Necessary?"

On subjects that were especially close to his heart — the freedom

and integrity of the press, personal privacy and liberty, the intrusion of advertising and commercialism into everyday living, the conservation of nature, and world government — Mr. White could be sharply outspoken. His opponents often succumbed before the force of his purity, ridicule and common sense.

Above all, Mr. White's strength as a writer was rooted in his respect for his audience — child, junior and adult — regardless of what the pollsters and market surveys declared as scientific truth. "No one can write decently who is distrustful of the reader's intelligence," he said.

Mr. White won the National Medal of Literature in 1971 and a Pulitzer Prize special citation in 1978 for the body of his work.

"The Elements of Style," which he updated from the privately printed notes made in 1918 by his

old Cornell professor, William Strunk Jr., and revised several times since, has sold millions of copies. The White-Strunk book first appeared about three decades ago and is the most enduring book of American English usage.

Although he had lived in Manhattan in the 1920s and 1930s, Mr. White and his late wife, Katharine, who died in 1977, enjoyed their privacy in Maine. They had been married for 48 years. They bought an old farmhouse in 1933 and lived in it almost continuously beginning in 1938.

In a 1984 biography of Mr. White, Scott Elledge recounted some of Mr. White's best news-break headlines, including one written for an advertisement someone spotted in a Pittsburgh newspaper. The ad read: "Gent's laundry taken home. Or serve at parties at night." Mr. White's heading was, "Oh, take it home."

## White Revealed In Hope, Nature

The Associated Press

NEW YORK — Here are some samples of E.B. White's writing:

"As long as there is one upright man, as long as there is one compassionate woman, the contagion may spread and the scene is not desolate. Hope is the thing that is left to us in a bad time. I shall get up Sunday morning and wind the clock, as a contribution to order and steadfastness."

— from a 1973 letter

"It was the best place to be, thought Wilbur, this warm delicious cellar, with the gurgling goose, the changing seasons, the heat of the sun, the passage of swallows, the nearness of rats, the sameness of sheep, the love of spiders, the smell of manure, and the glory of everything."

— from "Charlotte's Web"

## U.S. Krugerrand Imports Banned Starting Oct. 11

Compiled by Our Staff From Dispatches

WASHINGTON — President Ronald Reagan issued an executive order Tuesday banning the American import of the Krugerrand, the South African gold coin, as a sanction against Pretoria's system of racial segregation. The ban takes effect Oct. 11.

Mr. Reagan emphasized that the action was directed at apartheid and the South African government, and not at the South African people. He said U.S. trading partners had been informed.

The order carried out one of several economic sanctions against South Africa announced by Mr. Reagan on Sept. 9, which he said were designed to deal with an "unusual and extraordinary" emergency in South Africa. Mr. Reagan said he acted "in view of the con-

tinuing nature of that emergency."

Mr. Reagan told Congress that the ban had been ordered "in recognition of the fact that the Krugerrand is perceived in the Congress as an important symbol of apartheid."

The House of Representatives, controlled by the Democrats, recently passed a bill that would prohibit imports of new Krugerrands. A similar bill is pending in the Republican-controlled Senate.

In his Sept. 9 order, Mr. Reagan said the United States would consult with the General Agreement on Tariffs and Trade before imposing a ban on importation of Krugerrands.

The earlier executive order also called for restrictions on bank loans to South Africa and exports of computers and nuclear technology. (Reuters, AP)

# In Brazil, Democratic Groups Face Tough Struggle Against Entrenched Power Blocs

By Alan Riding

New York Times Service

RIO DE JANEIRO — When the armed forces stepped down in Argentina in December 1983, and in Uruguay 15 months later, the political parties of pre-coup days immediately reappeared. Congress came alive, and something that could be recognized as the democracy of yore returned.

But when 21 years of Brazilian dictatorship ended in March, neither the tradition nor the structure of party politics was ready to fill the vacuum. There was hardly a memory of democracy.

Only Brazilians at least 45 years old could have voted for a president, and no pre-1964 parties survived. Many people here seemed unsure of what to expect.

As a result, six months after the

change, Brazilians are enjoying considerable political freedom, but the entrenched power of the military, business and bureaucratic elite barely has been touched. The country's democratic institutions have been too weak to begin generating significant reforms.

Moreover, the country has recently witnessed the spectacle of a knockdown battle between Congress and the press, the democratic institutions that had suffered most during the dictatorship. Newspapers have portrayed Congress as crowded with lazy, overpaid, and even corrupt politicians, while congressional leaders have accused journalists of promoting a new coup by undermining democracy.

Among the political parties, it is as if former allies against the dictatorship now were free to be enemies. Rather

than growing in strength and authority, the five parties that existed when the military left office have broken into squabbling factions, while 25 new and invariably minuscule parties have appeared, revolving more around the ambitions of individual politicians than ideals or voter interests.

Optimists argue that the complex task of constructing Brazil's first authentic democracy now is under way, with new, more representative forces likely to emerge from local and national elections scheduled over the next three years.

But not a few skeptics have concluded that, in the words of the popular playwright Dias Gomes, "the new system is the old system with a face lift."

In reality, the armed forces skillfully prepared the ground to avoid a sharp break with the past. For example, a 1979

general amnesty at first seemed to benefit only former guerrillas. But it now protects military officers held responsible for human rights abuses from facing the kind of charges that were brought

against Argentina's former junta members.

Further, unlike the Argentine and Uruguayan regimes, which monopolized power until the last moment, Brazil's generals accepted major advances by the opposition in congressional and gubernatorial elections in 1982. And, while last year the military vetoed direct presidential elections, it went along with the electoral college victory of the opposi-

tion candidate, Tancredino Neves, because it felt confident he would not be radical.

To win, Mr. Neves formed a Democratic Alliance between opposition groups and dissidents who left the ruling party and joined him. This meant that his cabinet was crowded with faces that, in the eyes of the public, had long been identified with the dictatorship.

When the 75-year-old president-elect died before taking office, it was his running mate, the former head of the pro-military Democratic Social Party, José Sarney, who succeeded him.

While enjoying considerable popularity, however, Mr. Sarney has lacked the power to maintain the Democratic Alliance as a functioning coalition. Campaigning is under way for crucial municipal elections in state capitals in

November, and many ministers who supposedly are working together in government are fighting each other on the hustings.

Without a strong executive, many of the characteristics of pre-1964 politics have again surfaced. A function of Brazil's vastness, regional competition for power has intensified, with many states resentful of the dominance of people from São Paulo, the largest city.

In the absence of strong parties, "caudillo" politics, built around well-known personalities, also has returned, with a former president, Janio Quadros, and the governor of Rio de Janeiro state, Leonel Brizola, each winning an audience with populist messages.

But this old-style politics seems out of place because, in contrast to the experience of Argentina and Uruguay, Brazil's ruling officers dramatically modernized and expanded the country's economy.

Meanwhile, the population doubled and the country's vast interior was opened up. Now, the eighth largest economy in the West is coexisting with an antiquated and, in some regions, even feudal political system.

While political parties have awakened little popular enthusiasm, new forms of organization are appearing. The labor movement has flexed its muscles with several recent strikes. Tens of thousands of neighborhood associations and church-linked "base communities" are mobilizing poor and middle-class people to raise their voices for the first time. But it is too early to tell whether this grassroots democracy can eventually influence the way Brazil is governed.

## U.S. Lowers Estimate Of Soviet Plane's Range

By Michael R. Gordon

New York Times Service

WASHINGTON — The Defense Intelligence Agency has significantly lowered its estimate of the range of a Soviet bomber that has figured in the Geneva arms talks, according to Reagan administration officials.

Administration experts said Monday that the new estimate reinforced the contention by some arms control proponents that the TU-26 bomber, better known in the West as the Backfire, was designed to attack ships and targets in Europe and Asia, not in the United States.

The lower estimate raises questions about the administration's decision to treat the Backfire as part of Moscow's long-range nuclear arsenal in the Geneva talks.

But some administration officials said they expected the United States to keep to its position that the Backfire should be limited by any future arms control agreement because the Soviet Union could add to the bomber's refueling capacity.

The potential threat of the Backfire to the U.S. mainland was debated in the late 1970s by supporters and opponents of the 1979 treaty to limit strategic nuclear arms.

The Backfire was not defined as a "heavy bomber" in that treaty. In return, the Soviet Union assured the United States in a side agreement that the production rate of the bomber would not exceed 30 a year, and that Moscow would not give the Backfire the capacity to carry out intercontinental missions.

During the treaty debate, Carter administration officials said that the bomber's ability to carry out intercontinental strikes was limited. They also maintained that an effort to classify the Backfire as a strategic bomber would lead the Soviet Union to step up its demands for limits on American aircraft based in Europe, a restriction opposed by the United States.

But critics of the 1979 treaty said that the Backfire should be treated as a heavy bomber. They said the plane could carry a heavy load of weapons to attack the United States and then return to the Soviet Union or land at Cuban airfields.

Adding fuel to the controversy was a split between the Defense Intelligence Agency and the Central Intelligence Agency over the bomber's range. The CIA took the less extensive view of the bomber's range and armament.

The Soviet Union insisted throughout the treaty talks and since that the bomber lacked the range to mount a credible threat to the United States. The Reagan administration's position at the Geneva arms talks has been that the

Backfire should be counted as a heavy bomber.

And the Pentagon's latest report on Soviet military power expressed the former Defense Intelligence Agency view that the Backfire had an unrefueled combat range of about 3,000 miles (4,850 kilometers). That range assumes the bomber will fly at a high altitude to conserve fuel, coming in low only to attack. Some military analysts say that assumption is unrealistic because such a tactic would make the bomber easier to detect.

An administration official said the new estimate meant "basic harmony" for the American intelligence agencies. An official argued that the intelligence report established that the bomber should not be in the "strategic category."

But a Pentagon official disagreed, saying, "While the question of the bomber's range may be an important debating point for analysts, it is not central to the military significance of the aircraft. No body claims that the Backfire cannot reach the U.S. if based in arctic regions and if it is refueled."

The security adviser, Horst Teltschik, said Monday that it was "a vital interest" for West Germany to take part in the U.S. research effort, and he said a decision to strike a government-to-government accord could be reached by the end of this year or early next year.

Mr. Teltschik's endorsement of West German participation in the Strategic Defense Initiative was the Kohl government's first public

statement on the issue since Mr. Teltschik returned from an 11-day fact-finding mission in the United States last month.

Speaking to a seminar at the Konrad Adenauer Foundation outside Bonn, Mr. Teltschik appeared eager to establish firm West German support for the U.S. research program, to banish doubts about Bonn's attitude. In recent days

Foreign Minister Hans-Dietrich Genscher's reservations about signing an agreement have widely circulated here.

Mr. Genscher, according to official sources, fears that overt West German participation might burden the Soviet-U.S. talks on arms reduction in Geneva and hamper Bonn's attempts to broaden discussions with Eastern Europe. The foreign minister is also known to fear that the U.S. program could become an issue in national elections to be held in 16 months.

Mr. Teltschik, who is one of the chancellor's closest advisers, praised the U.S. program for having prompted the latest Soviet proposals for a reduction in offensive missile systems. He said Bonn had serious reservations about the Soviet demand that the United States renounce its research.

"I have my doubts about whether or one can limit research, or whether one should limit research at all," Mr. Teltschik told the gathering of security experts, diplomats and government officials. He said one realm where such limitations might be conceivable would be "field tests" in space.

The security adviser also alluded to the petitions by American scientists opposing the U.S. research. He said the Soviet Union had been conducting research into anti-ballistic missile systems for two decades. "It is not known to me that in the last two decades there have been protests by scientists and others against this Soviet research program."

West German industry, he said, is particularly interested in a accord with the United States to regulate such issues as technology sharing, patents and pricing for Pentagon contracts.

The Greek government so far has filed only a lower-level protest about the spying incidents to a Soviet chargé d'affaires.

One of them, Michael Megalociconomou, 37, confessed to the in-

vestigating magistrate. He also said that he had been blackmailed by the Russians.

He identified the Soviet officials to whom he gave information as Mikhail Bludov, Aleksandr Kalinin and Valery Kochuruk. All three were stationed at the Soviet Commercial Mission in Athens beginning in 1975, but are no longer in the country.

Mr. Kochuruk left after Mr. Bokhan defected, according to the Greek government.

Diplomatic sources said that, while Athens has pressed Washington for permission to talk to the defector, it has not demanded that Moscow grant access to the three Soviet officials.

Conservative and centrist opposition members in the Greek parliament have demanded that the government explain its role in handing over Mr. Bokhan's family, its inability to combat Soviet infiltration and its purported unwillingness to offend Moscow.

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**SAFE SMILE** — Klaas de Jonge, who is sought by South Africa on charges of smuggling arms to black guerrillas, smiled from a window of the Dutch Embassy in Pretoria on Tuesday. Embassy officials denied that the police removed Mr. de Jonge, who has had sanctuary since July, when the building's lease expired Tuesday.

## South African Police Fight Student Protesters

The Associated Press

JOHANNESBURG — South African police fought crowds of high school students who threw rocks after a rally Tuesday, and tens of thousands of youngsters boycotted classes in Cape Town's mixed-race districts.

Battles between police and students followed a rally by 4,000 young people at the University of the Western Cape, journalists said.

Reporters at the university campus in Bellville, east of Cape Town, said police fired tear gas into university buildings and one youth was shot in the leg. Skirmishes continued into the late afternoon.

Student leaders decided at the rally to urge a return to schools on Wednesday to debate at each site whether to continue the boycott, but not to attend classes.

The government announced a ban on all such meetings at mixed-race schools.

Despite government pleas, students boycotted the schools when they opened Tuesday for the first day of the final term.

Authorities closed 464 schools

on Sept. 6 after two weeks of rioting that left at least three dozen people dead. The action threw more than 360,000 pupils out of classes.

Police headquarters in Pretoria reported unrest in Cape Town and seven other areas late Monday and early Tuesday. Two blacks were reported to death by mobs, and police shot and killed a third man in a rock-throwing crowd, police said.

From Lusaka, Zambia, the outlawed African National Congress guerrilla group claimed responsibility for three bombs that went off in department stores in central Durban last Friday. It said they were part of a campaign "to take the struggle to the white areas."

No one was hurt in the explosions, which came just after closing time.

President Pieter W. Botha won praise from some whites for the conciliatory tone of a speech he gave Monday night pledging some concessions to blacks, including participation in a presidential advisory council. But others dismissed it as lacking specifics on the central demand of blacks for a genuine share in national power.

Chief Gatsha Buthelesi, the Zulu leader, said, "If his brand of power-sharing is a fact of life in South Africa, then we will be committed to an upward spiraling of violence and continued unrest."

In the speech to a congress of his National Party in Fort Elizabeth, Mr. Botha said the party was working to dismantle some elements of apartheid. But he emphasized that the rights of whites and other minorities had to be protected, and suggested a kind of federal system with rights for the different races in their own areas.

The address was devoid of the defiant language that has characterized other recent speeches. The influential Business Day newspaper said his remarks were "undoubtedly the most positive statement of reform he has yet made."

"But words are no substitute for action," the paper added.

The proposal to include blacks on the President's Council is unlikely "to put out any fires in Soweto, or for that matter, convince overseas banks to reopen credit lines to South Africa," it said.

In Washington, the chief White House spokesman, Larry Speakes, said Tuesday that it was too early to judge the significance of the speech but that the Reagan administration welcomed those portions that "touch on central issues of political reform, although it remains unclear as to how they are to be negotiated and implemented."

Mr. Speakes said that Mr. Botha had "reiterated his commitment to reform, he has spoken clearly about the goals of common citizenship and a universal franchise for all in a united South Africa and has expressed his willingness to negotiate with a broad range of black leaders over these and other issues."

The government also planned to raise funds by selling off its holdings in state-run companies and agencies, he said.

Priority would be given to encouraging agriculture, with rice and corn imports banned as part of efforts to switch from dependence on imported food toward self-sufficiency.

Nigerians are locked in an internal debate over whether to accept an International Monetary Fund bailout. An agreement with the IMF would be given to encourage agriculture, with rice and corn imports banned as part of efforts to switch from dependence on imported food toward self-sufficiency.

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## WORLD BRIEFS

### Police and Youths Clash in Liverpool

LIVERPOOL (AP) — A crowd of 300 youths stoned a police station and set several cars on fire Tuesday evening in Liverpool, the third British city hit by violence in less than a month.

Police in riot gear sealed off part of Liverpool's Toxteth district after groups of youths stoned and set alight cars and hurled missiles from a moving car through two windows at the Hope Street Police Station on the outskirts of the district. Armored police vans were also pelted.

Home Secretary Douglas Hurd had met with community leaders from London's Brixton section, where 91 persons were injured and 220 arrested in weekend clashes, and warned that Britain's "divided" cities were powder kegs waiting to explode. Brixton was calm Tuesday.

### Losses in Shipping Linked to Gulf War

LONDON (Reuters) — Merchant shipping sustained last year its worst tonnage loss since World War II, mainly because of the war between Iran and Iraq, Lloyd's Register of Shipping said Tuesday.

A Lloyd's spokesman said that 2.35 million tons of merchant shipping were lost in 1984, nearly half of it in the Gulf war. The total of ships lost, 327, was the lowest since 1974, the spokesman added, but "the aggregate" of 2,353,941 tons gross outweighed previous figures.

Lloyd's List, the shipping daily, said that Greece suffered the heaviest tonnage loss in 1984 with 21 vessels, followed by Liberia and Aden Arabia. Most casualties were general cargo vessels, which accounted for 178 of the total. Oil tanker losses were put at 25.

The tonnage loss reflects a sharp rise this year in the number of missile and air strikes on international shipping in the Gulf, where Iraq is trying to cut off Iran's oil exports. Iraqi planes attacked Iran's Kharg Island oil terminal in the Gulf again Tuesday, a Baghdad military spokesman said, in the 18th raid since mid-August.

### Palme, Citing Economy, Asks Unity

STOCKHOLM (Reuters) — Prime Minister Olof Palme appealed Tuesday for national unity to help his minority government struggle with Sweden's economic problems.

Speaking before the recently elected parliament in which his Social Democrats hold 159 of the 349 seats, Mr. Palme called for cooperation, saying that all parties shared the responsibility for Sweden's future. He said his government would impose an austerity program to bring down the inflation rate, but would leave tax rates largely unchanged.

That would mean further budget cuts to reduce the deficit that has forced Sweden to borrow heavily abroad, he said. Mr. Palme seemed to be seeking the support of the center-right opposition and resisting pressure from his Communist Party allies to increase corporate taxes. He also urged employers and unions to negotiate wage agreements that would not threaten Sweden's share of a shrinking world market.

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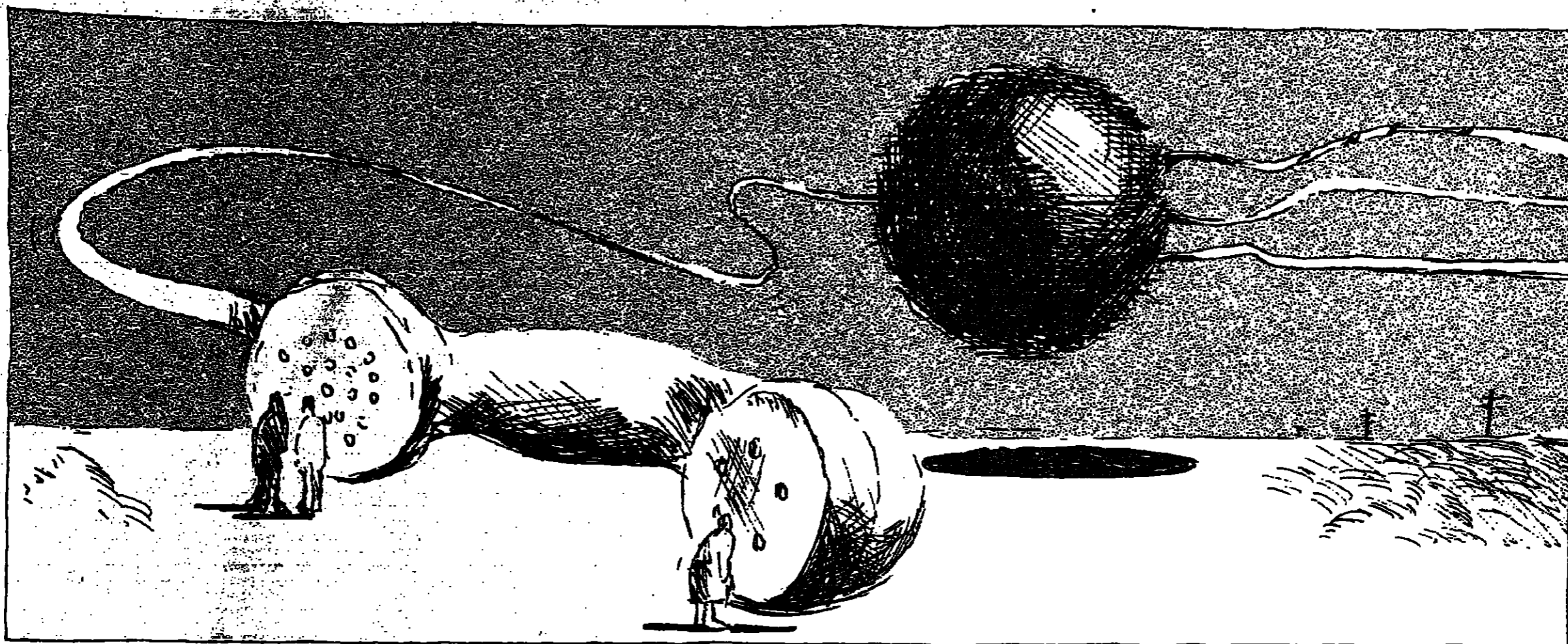
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# Herald Tribune

Published With The New York Times and The Washington Post

## The Arms Control Tangle

In their somewhat disingenuous presumption, Ronald Reagan and Mikhail Gorbachev have already framed the arms control issues they confront. They have not yet collided, but someone is going to have to veer off.

Contrary to Soviet pretensions, a meaningful reduction of nuclear arms needs to be measured not just in total warheads, whether 50 percent or 40 or 60 — but by the types of weapons each side would retain. Even halving the number of poised warheads, as Moscow suggests, would not alter the power and vulnerability of each side. Indeed, if the ratio of warheads to missiles is not also reduced, the perverse result could be greater instability.

And contrary to American assertions, restraint on offensive weapons cannot be divorced from President Reagan's commitment to a space-based, "star wars" missile defense. Unrestrained pursuit of a defense can also upset the strategic balance.

In the Anti-Ballistic Missile treaty, both sides accept anti-missile research and a prohibition on deployment and much testing of anti-missile defenses. But that treaty can be canceled on a mere six months' notice. Its ban on certain radars has already been eluded, most conspicuously by the Soviet Union. Its bans on testing, notably in space, are challenged by America's "star wars" program.

That confronts the summit meeting with three questions, the first overriding the others:

• What is the relationship of offense and defense? The president favors drastic reductions in offense while both sides lean as much as they can about potential defense. Indeed, he would begin even now to "look at" what "mix" of defense and offense might eventually be desirable. Mr. Gorbachev says that unless space weapons are firmly prohibited, "nothing else will work." He will not negotiate to permit defensive space weapons or their testing.

Whether one fears or hopes for "star wars," a linkage between offense and defense seems unavoidable. The more plausible any defense, the greater the pressure to counter it with

greater offense. So if offensive weapons are to be reduced, either Mr. Gorbachev must prevail with firm limits on "star wars" or Mr. Reagan must win approval for both sides to seek an agreed mix of offense and defense, revolutionizing strategic doctrine.

As long as that quarrel festers, no further negotiations are likely to succeed. Settle it, and two major issues remain.

• What is the shape of future offense? Counting warheads and not just the vehicles that carry them is progress, but numbers alone cannot define stability. When a single Soviet missile (or a future U.S. missile) carries 10 warheads, it can in theory knock out five enemy missiles, giving the first attacker an enormous advantage. If the Russians were to dismantle one missile's 10 warheads while the United States, to give up 10, had to disarm three or four missiles, the Soviet edge would greatly increase.

As the United States contends, the ratio of warheads to vehicles is of paramount importance. Reducing the offense depends on a willingness to relieve first-strike anxieties.

• How to define restraint on defense? Since research on defense is desirable (and in any case unverifiable), and deployment is acknowledged to require negotiation, where is the boundary between them? Mr. Gorbachev argues persuasively that after tens of billions of dollars are invested in "mockups or test samples," major testing will be irresistible. He wants a barrier at the laboratory door. Mr. Reagan favors research and design, including what he calls "permissible" testing under the ABM treaty, right to the edge of deployment.

If the promise of limiting the offense were sufficiently great, it would surely benefit both the United States and the Soviet Union to agree on explicit schedules for any work on defense and to require, say, five years' notice of any significant deployment. Without such limits on defense, the race for more offense as well as defense looks to be unstoppable.

— THE NEW YORK TIMES

## When Protectionism Is Better Than 'Voluntary' Restraints

By W.R. Wilson

COATESVILLE, Pennsylvania — To understand the frustration that fuels the protectionist fervor in Congress, it is instructive to examine why voluntary restraints on imports favored by President Reagan do not help American steel producers.

Charles Blum, a U.S. trade negotiator, said this month that the 14 voluntary restraint agreements negotiated this year with foreign steel makers gave "the American steel industry a chance — probably its last chance — to put its house in order." He said: "The monkey is now on the back of the domestic industry."

But these voluntary restraints have offered more monkey business than real relief, even where modernized and restructured steel companies — those that have already put their houses in order — are concerned.

One year ago, President Reagan detailed an attempt by Congress to impose quotas on steel imports. Mr. Reagan pressed for voluntary restraints on imports that would reduce imports to 18.5 percent of the domestic market. In response, the steel industry agreed to drop its legal efforts to end unfair trade despite a finding by the U.S. International Trade Commission that domestic steel makers had been injured by imports.

Nevertheless, the president's trade enforcers, through an array of exceptions, delays and compromises, have managed to snatch failure from the jaws of success. The administration's program is not working, for these reasons:

First, overall import levels have not declined in the way the administration promised. Through the middle of 1985, steel imports were still skimming 26 percent of America's domestic market, some 7.5 percentage points above the level the president targeted last year. Each percentage point represents roughly a million tons of steel, and, according to the Congressional Research Service, for every million tons that are imported, 9,400 Americans jobs in steel and related industries are lost.

The chief culprit is the so-called front-end loading process. In anticipation of the import restrictions, foreign producers saturated their

order books. U.S. negotiators let them fill these last-minute orders by loading exports in the first years of the five-year arrangements.

A second reason the program has not worked is that every time an unfair exporter is brought under control, another abuser takes its place. The administration has negotiated arrangements with 14 steel-producing countries, but imports in the first half of this year came from 76 countries, including 18 without steel mills.

By far the largest increase has come from the East bloc. With respect to steel plate, for example, Romania, East Germany, Poland, Hungary, Czechoslovakia and Yugoslavia accounted for 35.6 percent of total imports through June 1985, up from 2.6 percent in the 1984 period.

Even people who argue that trade relationships with the European and Japanese allies justify some sacrifice of U.S. jobs find it hard to explain why East-bloc nations should be allowed to profit so handsomely at America's expense.

Perhaps the program's greatest deficiency is that it undermines a guiding principle of steel stabilization — that import relief would enable American industry to modernize in order to compete more effectively with foreign steel makers. The president's program has the opposite effect: Companies that have already paid the price of modernization are being hurt the most.

Consider the Lukens Steel Co., a Pennsylvania corporation with annual sales of \$300 million. Since 1979, Lukens has streamlined its operations by cutting the salaried work force in half, increasing furnace productivity by 150 percent, reducing energy use by 24 percent and improving worker productivity by more than 23 percent. It uses the most modern electric furnaces.

Lukens's chief products are carbon-plate steel and a higher valued alloy-plate steel. When President Reagan restricted exports, his trade negotiators did not differentiate between carbon and alloy plates, thus allowing foreign mills to fill their import allotments with a greater percentage of high-value, alloy-plate products. The effect on the domestic alloy-plate market has been dramatic: Import penetration of alloy-plate steel has risen from 7.9 percent in 1983 to the current



By Oswald in Excelsior (Mexico City). C&W Syndicate.

annualized level of 32 percent, undermining the intent of the negotiated steel arrangements.

These imports threaten to knock the legs from under even modernized American companies just as they begin to recover from the recession. Demand for steel, which peaked up in the recent recovery, is beginning to fade. By permitting foreign competitors to import these high-value steel products, all in the early years of the five-year contracts, the administration has allowed foreign mills to skim the cream off the recovery.

Modernized American steel companies such as Lukens can compete on equal terms with foreign mills that sell their products at prices that cover production and marketing costs. Domestic companies cannot hope to compete with subsidized and government-controlled steel industries. And they certainly cannot justify additional capital expenditures if subsidized imports depress prices below costs for even the most efficient American manufacturers. Unless voluntary restraints can truly reduce imports and in a way that is fair to producers in the United States, it is likely that the clamor for protectionism will grow even louder.

The writer is president and chief executive officer of Lukens Inc., the parent corporation of Lukens Steel. He contributed this to The New York Times.

## To Stabilize U.S.-Soviet Relations

By Evgeny Chossudovsky

This is the second of two articles.

GENEVA — Beyond issues of arms control at next month's summit meeting, the initiation of a dialogue on the wider aspects of international security could offer a far-reaching opportunity for a more fundamental reassessment of the whole U.S.-Soviet relationship.

Searching thought should be given to how the nature of the relationship between the two nations, on which so much depends, could be divested of its seemingly built-in instability, so that it could evolve in a regulated manner within a national framework.

Why did the first of the "basic principles" that Presidents Brezhnev and Nixon agreed on in 1972 link the notion of "peaceful co-existence" with the "nuclear age"? Is it because, as some have argued, the atom bomb is an ultimate and hence "unusable" weapon that allows peace to be kept by mutual deterrence? True, there has been no war in Europe for four decades. But, as a recent statement of the Pugwash executive committee of scientists reminds us, a few hundred invulnerable weapons would have been more than enough to assure deterrence. The tens of thousands of nuclear weapons that each country now has have increased the probability of nuclear war.

The international scientific community is pretty well unanimous about the holocaust such a war would produce. Millions of ordinary people are beginning to understand the dark peril that surrounds them.

In the light of revelations of situations in which resort to nuclear arms was considered more or less seriously, one must wonder whether the assertion that these arms are "unusable" can continue to stand.

Distinguished scientists, thinkers and public figures in the West have urged decision-makers to acknowledge and ponder the material possibility of an end to human civilization. Virtually identical views have been expressed in the Soviet Union.

An article entitled "Interests of Humanity and World Policy," published in April in the Soviet journal World Economy and International Relations, argued — using a Marxist approach — that the interests of humanity (universal concerns) form a new category in policy formation that cuts across national, state and class interests. And at the UN General Assembly's 1982 session on disarmament, the Soviet Union stated that "no contradiction between states or groups of states, no differences in social systems, ways of life or ideology, no transnational interests can overshadow the fundamental need, common to all peoples, to preserve peace, to prevent a nuclear war."

Mikhail Gorbachev, in his address last December to the British House of Commons, said that "the nuclear age ineluctably calls for a new political reasoning." And in his time magazine interview he spoke of the need for both sides "to switch our mentalities and our mode of acting from a warfare to a peaceful track."

This notion of the universal interests of humanity could give a new political and moral dimension to the U.S.-Soviet relationship and become a unifying force. The two major powers might, after reflection, decide not just to concert their actions but also, together with the other declared nuclear powers, to join forces with other states on the basis of equality so as to ensure the common security and survival of human society.

The attainment of genuine global security implies, of course, ultimate agreement on balanced cutbacks of nuclear and conventional arsenals until complete disarmament is achieved under the strictest possible international control, including direct verification as appropriate. Concerted action toward this goal could have valuable by-products, including a badly needed stepping up of U.S.-Soviet cooperation on tackling other global problems of survival, such as environmental protection, resource management and the fight against hunger and disease.

On the political plane, a much greater measure of consultation and peacekeeping, including UN-sponsored operations, could aim to prevent or help resolve destabilizing regional conflicts.

U.S.-Soviet talks on limitations of arms transfers to other countries should be resumed and expedited. A group of reflection might be set up to study the consequences of growing interdependence, including the part played by scientific progress in international relations.

By thinking and proceeding along these lines, even if at first somewhat cautiously, the two leaders could assure that their Geneva meeting and its preferably regular sequels would leave an indelible mark on history.

The writer, a Soviet citizen, is a former senior official of the United Nations and now a fellow of the UN Institute for Training and Research. He contributed this column, which reflects solely his own views, to the International Herald Tribune.

## Poland's Authentic Voices

Vote in his elections, General Wojciech Jaruzelski now tells restive Poles, and perhaps he will let pro-Solidarity prisoners out of prison. Lech Walesa, leader of the banned Solidarity movement, which has appealed for a boycott of the vote, immediately denounced the offer as "blackmail," noting that Poles cannot choose independent candidates for the elections Oct. 13 to the nation's parliament.

The general is the hard and determined enforcer of martial law and its stern aftermath. But Mr. Walesa, still severely restricted in his political activity, has a superior claim to speak for the Polish people. Having weighed the trade-offs, he rejects paying General Jaruzelski's price — popular acquiescence in his brand of Communist rule — for cracking open the jails. The foreign friends of Poland should not second-guess Mr. Walesa on this decision.

There is a harder issue — sanctions. It goes to the heart of the traditional attempt of American policy to deny legitimacy to unelected Communist regimes without unduly hurting the people living under them. As he denounced the elections, Mr. Walesa urged Washington to end the remaining economic penalties that it imposed when martial law was declared in 1981. He said that sanctions had fulfilled their

purpose and were now "bringing more harm from the propaganda point of view than good." His words followed a similar appeal by Cardinal Jozef Glemp, another unquestionably authentic spokesman of Poland, who called the sanctions "unjust" because "it is the people who suffer, not the government."

It is easy to say no to General Jaruzelski, who served a Soviet purpose by crushing democratic Solidarity — "There is no Solidarity as such," he says — when he asks the end of sanctions. It is much more difficult to say no to the leader of Solidarity and to the Roman Catholic prime of Poland, brave and clear-thinking men who know and share the burdens of the Polish people.

On the domestic Polish issue of participation in what Mr. Walesa describes as "inauthentic" elections, Poles will make their own choice, and Americans must respect it. On sanctions, where unavoidably the United States plays a role, Americans have no less an obligation to listen to the voices of the Polish people. The West should demand assurances that new loans will not be misused. Mr. Walesa says, "Poland should be helped as quickly as possible when such a certainty exists."

— THE WASHINGTON POST

## South Africa: Five Years Nearer to an Eruption

By Peter Grothe

MONTEREY, California — A visitor returning to South Africa after a five-year absence is reminded of the story of the old fellow who heard the clock strike 13 and said, "It's never been this late."

When I was in South Africa in 1980, giving guest lectures at universities, a highly respected Western diplomat told me that the most likely model for change in South Africa was not Mount St. Helens but rather a boiling caldron.

In his view, a large and sudden eruption was unlikely. What he expected instead was limited black violence that would be met by repression from the government, followed by limited accommodation and then a period of relative quiet. A series of such cycles of violence, repression and limited accommodation would, he thought, take place over a period of years until fundamental change had been accomplished.

At the time, I found this prediction plausible. It may still be, but my recent trip suggested that the Mount St. Helens metaphor is perhaps more appropriate now than it was then.

The returning visitor finds significant differences between South Africa in 1980 and 1985.

First, unlike five years ago, blacks now feel a genuine sense of power and a decreasing reluctance to use it.

Many blacks recognize that the South African Army and police are, in the strongest sense, the enemy. In a violent confrontation, blacks would come out the losers. Nevertheless, many militant young blacks are ready for violence — including violence in white areas. Perhaps more important, the power to withhold one's labor and to boycott white stores gives blacks enormous economic clout, and they are now aware of it.

Second, the perceptual gap between ruling Afrikaners and blacks has widened. Whites point with pride to abolition of some of the worst aspects of apartheid — many of the better hotels and restaurants have been desegregated, for instance, the mixed-marriage law has been abolished and many blacks are being promoted to middle-level jobs. Many Afrikaners speak about the enormous significance of these changes and the sacrifices they have made. The black view was summed up this way by a resident of Soweto: "That's nothing but cosmetics. I'm only satisfied when I get the vote."

Blacks and Afrikaners also have different timetables for change. Members of the government talk about gradual, long-range solutions. The patience of the blacks is wearing

thin. They want one man, one vote — and they want it now. The Reverend Beyer Naude, the general secretary of the South African Council of Churches, told me: "My fellow whites have no idea of the deep sense of outrage in the black townships."

Third, five years ago the economy was strong. Now it is in turmoil. Many white business leaders, terrified by economic alarm signals and by the specter of foreign banks refusing to roll over their short-term loans, have urged the government to release Nelson Mandela, negotiate with the banned African National Congress and immediately dismantle the apartheid system. This would have been unheard-of even a few months ago.

Fourth, Afrikaners — once called "the white tribe of Africa" — are no longer unified. A significant and vocal minority has bolted the ruling Nationalist Party and formed its own ultraright group, the Conservative Party. Many observers see this faction, which argues against all concessions to blacks, as a constraint on President Pieter Botha's announced intentions of reform.

Fifth, there have been perceptible shifts in the attitudes of many whites in the last five years. The Afrikaner students I met seemed to be troubled and searching. Most seemed to hold views more liberal than those of their parents' generation. English-speaking students, who have traditionally held more liberal views than Afrikaners, have gone even further. Many of them now seem willing "to put their bodies on the line" as they did last month when hundreds of demonstrators were whipped and tear-gassed by police. Further, many more English-speaking whites are now considering emigration. One English-speaking businessman told me: "More than half of my friends are planning to leave the country."

Sixth, there are growing fissures between blacks. Militant young blacks are becoming increasingly impatient with the moderate views of their parents' generation and with moderate leaders such as the Zulu chief, Gama Buthelezi, and Bishop Desmond Tutu. And the government continues to jail or ban moderate blacks, causing young militants to see no recourse but violence.

Seventh, although Mr. Botha denies it, it is quite clear that while South Africans are much more sensitive to outside political and economic pressures than they have been, this would suggest that President Reagan's tranquilizing statements about the Botha government having substantially solved its problems represent a wrong strategy, badly timed.

Eighth, blacks are experiencing what the American historian Crane Brinton once called "the revolution of rising expectations." The Zimbabwé experience and other events have given blacks the expectation that the complete dismantling of apartheid is within reach — not for their grandchildren but for them.

Finally, in the fall of 1980, President Jimmy Carter was extremely unpopular with South African whites and extremely popular with blacks. In sharp contrast, Ronald Reagan is extremely popular with whites and arguably the most unpopular president in American history with blacks.

What conclusions can one draw? The caldron may continue to simmer, more or less quietly, for some time to come. Yet most of the trends I noticed suggested that a volcanic eruption becomes more and more likely with every passing month.

In Alan Paton's classic novel, "Cry, the Beloved Country," a black South African clergyman says about whites, "I have one great fear in my heart — that one day when they are turned to loving, they will find that we are turned to hating." It strikes me now as a sadly accurate prophecy.

The writer is a professor of international policy studies at the Monterey Institute of International Studies, a private school. He contributed this column to The New York Times.

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## LETTERS TO THE EDITOR

### East-West Stone Throwing

Regarding "U.S. Is Blind to Europe's Instability" (Sept. 16):

Let us gladly agree with William Pfaff that in Eastern Europe "the Soviet position is fundamentally weak, resting on the presence of Soviet troops." Now, can we ask Mr. Pfaff to take the next step and tell us what Washington should do?

Remember that up to now we Americans have sat on our hands when East Europeans sent signals of their discontent. Two examples are the East German uprising and the "Prague Spring," both put down with Soviet tanks. Again, it took not one

superpower, but two, to accomplish the Berlin Wall: one to let it rise, the other to fail to halt its construction.

So it is to be feared that Mr. Pfaff will not be able to recommend a new U.S. policy for a possibly crumbling "Soviet bloc." He will likely run up against the melancholy insight that we are not in a position to throw stones. As long as the U.S. administration challenges the rights of its small Latin American neighbors to self-determination, we Americans are not going to be able to get tough about a Soviet "sphere of influence" in Eastern Europe.

ALLAN YAHRAES, Bonn.

Mr. Pfaff depicts the Europeans as perspicaciously aware of the dire instability of the Soviet bloc, in contrast to the fatalistic Americans. Yet the "end to Yalta" sentiment has been thriving in America since February 1945. And I doubt that West European perspicacity has much to do with the notion of the Soviet position in Eastern Europe "resting on the presence of Soviet troops" — which was not the case 30 years ago. There can be little basis for arguing that today's superpower is less able to handle its sphere of influence than was the battered Russia of just after the war.

MARK MEDISH, Oxford, England.

## A More Crowded Planet

M. Peter McPherson, administrator of the U.S. Agency for International Development, reaffirmed to Congress last week his agency's earlier finding that the United Nations "neither funds abortion nor supports coercive family planning practices." At the same time, however, he announced his decision to cut off U.S. contributions to UN population programs because they do support such activities.

This confusion might be funny if it did not have such devastating consequences for developing countries as they struggle to cope with runaway population growth.

The effect of Mr. McPherson's appalling decision is to stop the major source of support for what is now the largest remaining multilateral organization providing family planning help in the developing world. (Earlier actions by the Reagan administration have already crippled the largest nongovernmental organizations.) The administrator will continue to direct the money through bilateral programs — which have long been regarded as less desirable channels because they may be regarded by recipient countries as U.S. intru-

sions into matters of individual choice. Mr. McPherson says that United Nations funding might possibly be restored if the Chinese government backed up its repeated renunciations of coercive practices with additional actions, or if aid were limited to provision of contraceptive devices. But these compromises will never satisfy certain groups on the right that pressured Mr. McPherson into his current reversals.

Those pressure groups have made it clear that their goal is not simply to stop any coercive practices in China — a matter that could be far more effectively pursued by bilateral negotiations than by disabling United Nations programs that have actually been a force for moderation in China — but to force the United States to stop funding any methods of birth control other than those that their religious beliefs deem "natural."

They will continue their destructive work until Congress and the administration have the courage to stand up to them and deal with the issue openly and honestly.

— THE WASHINGTON POST

## FROM OUR OCT. 2 PAGES, 75 AND 50 YEARS AGO

### 1910: Los Angeles Times Is Bombed

LOS ANGELES — It is estimated that between fifteen and twenty persons were killed and twenty injured, many seriously, in explosions followed by fire [on Oct. 1] in the premises of the "Times," a local newspaper. Of the one hundred persons working in the building at the time of the explosions only fifty have so far been accounted for. The building is a total loss, damage being estimated at \$500,000. Mr. Andrews, the managing editor, says he was in the "Times" building was destroyed by the "enemies of industrial freedom." There were three explosions. The building became a fiery furnace. Many of the men appeared at the windows, but were seen to fall back into the flames. Mr. Chandler, the manager, jumped from the third story, sustaining a broken leg. The "Times" employed non-union printers.

### 1935: The Dark Problem of War

PARIS — Few moments in history have been so minutely examined as the last week of July, 1914, when Europe collapsed into the great war. Yet one cannot traverse that record now without a sense of wandering upon a misty terrain, where cause and effect fail to agree, leaving between them a residuum of the inexplicable. All the rationalizations of peace, war and the springs of national action still fail to explain the nature of the war process. One is conscious of that same sense when faced by the European news of today; and one cannot help wondering whether one reason for the failure of the great post-bellum effort to eliminate war is not to be found in the failure to analyze with sufficient subtlety the nature of the war process itself. Finer intellectual tools are needed to deal with the dark problem of war.

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مكتبة من الامم

## Israeli Jets Attack PLO Installation In Tunisia

(Continued from Page 1)  
"such criminal acts" increase feelings of continued aggression and fundamentalism at a time when all peace-loving powers are exerting their best efforts to achieve a just solution to the Palestinian problem.

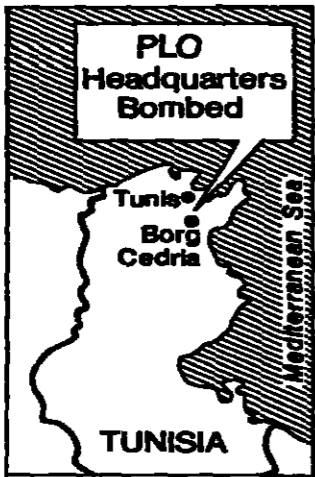
Mr. Arafat set up the offices in Tunisia after he was forced out of Beirut following the 1982 Israeli invasion of Lebanon.

The PLO office in London issued a statement saying the attack proved "Israel is not interested in peace."

"If the Israeli government is determined to have war, war it will have," the statement said.

Israel has long asserted the right to strike back outside of its territory against guerrilla bases, in defiance of claims that such raids violated international law.

Israeli planes flew 600 miles to bomb a nuclear reactor in Iraq on June 7, 1981. Israeli forces flew



2,160 miles to rescue Israeli hostages at Entebbe, Uganda, on July 4, 1976.

The Tunis attack was Israel's 31st air raid since resuming retaliatory air attacks after a suicide mission at an Israeli installation in Tyre, Lebanon, on Nov. 4, 1983.

All of the previous raids were on PLO installations in Lebanon.

The attack was launched as King Hussein of Jordan was in Washington. It was likely to damage efforts to begin peace talks between Israel and a Jordanian-Palestinian delegation.

But Mr. Rabin said: "We still support efforts to start peace negotiations. The terrorists are the source of evil in this region."

The White House said earlier that the raid appeared from reports to be "a legitimate response" to a terrorist attack although the United States deplored the cycle of violence of which it is a part.

"We are distressed by and deplore the cycle of violence in the Middle East of which this latest incident is a part," said the White House spokesman, Larry Speakes.

"It underscores the urgent need to work for peace in the Middle East. As a matter of U.S. policy, retaliation against terrorist attacks is a legitimate response and an expression of self-defense. From the preliminary reports available to us, this appears to be what was involved in this case."

Mr. Speakes said President Reagan has declared that "linking those who commit crime to those who are punished is essential."

"In this case, we do not yet know the full story," he said. "We will be attempting to learn the facts of the situation."

"Concerning the use of U.S. military equipment, we will have to determine what the facts are," he said.

"It is a matter of principle that it is legitimate self-defense to respond appropriately to acts of terrorism," Mr. Speakes said.

(UPI, Reuters, AP)

## Kinnoch, Assailing U.K. Radicals, Says Labor Party Must Attract Middle Class

*The Associated Press*  
BOURNEMOUTH, England — Neil Kinnoch, the Labor Party leader, delivered on Tuesday his most slashing attack yet on the party's left wing, telling the radicals at Labor's annual conference that they never will regain power unless they attract Britain's middle class.

"Implausible promises do not win victories," Mr. Kinnoch declared, amid boos and jeers, in his keynote address to about 2,000 delegates on the third day of the convention.

Eric Heffer, a member of the party's ruling executive committee, stormed off the podium as Mr. Kinnoch castigated leaders of Liverpool's city council, which has laid off workers.

Liverpool began losing funds in a collision with the Conservative government of Prime Minister Margaret Thatcher when the city council refused to cut spending in line with the government's tight-money policies.

"Far-fetched resolutions are pushed into rigid dogma," said Mr. Kinnoch. "You end in the grotesque chaos of a Labor council hiring taxis to scuttle round the city banding out redundancy notices to its own workers."

For nearly a full minute, Mr. Kinnoch was drowned out by booing from the left wing. But the leaders of Britain's giant labor unions and their supporters rose in thunderous applause for the 43-year-old Welsh miner's son.

Mr. Kinnoch's 75-minute address was his toughest message yet that he will fight to stop Labor from lurching back to the platform on which it was crushed by the Conservatives in the 1983 elections.

Britain, Mr. Kinnoch declared, never will have a socialist government again unless the Labor Party gets "the support of those who are not poor, not unemployed, not victimized."

Addressing leftists who accused him, in his words, of being "obsessed with electoral politics" at the price of his radical views, Mr. Kinnoch said: "From the depths of my soul, I mean it. There is no need to compromise values, to surrender our socialism."

But, he warned, "The British public wants to know that our idealism is not lunacy, our eagerness is not extremism."

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Neil Kinnoch

## Frankfurt Protesters Smash Windows, Set Fires After Rally

*The Associated Press*  
FRANKFURT — Thousands of demonstrators smashed windows and set fires in central Frankfurt on Tuesday evening following a rally against neo-Nazism.

Hundreds of policemen rushed to the scene and a police helicopter with a spotlight whirled overhead as the demonstrators, shouting, "Fire and flames on the city," began to rampage.

After leaving the central Paulplatz in small groups, under threat of bombardment from water cannon, the demonstrators massed again. The authorities had refused their demand that they be permitted to leave the square in one group to march through central Frankfurt.

The march along the main Mainzerlandstrasse boulevard was headed in the direction of the spot where a leftist demonstrator was hit and killed by a police truck during street violence on Saturday night.

Disturbances broke out in more than 15 West German cities after the neo-Nazi National Democratic Party held a meeting in Frankfurt on Saturday.

Demonstrators, some clad in black leather and masks, smashed the windows of a bank, hurled flares and set small fires soon after the march began. The march started about an hour after the initial rally ended.

Some protesters set alight a garbage dumpster adjacent to a building housing the offices of American Express and other large companies.

The police were rushed to the march area to block off side streets and isolate the demonstrators. There were no immediate reports of clashes with the police.

A police helicopter hovered overhead and an officer inside demanded through a megaphone that the protesters disperse.

Meanwhile, in the southwestern city of Stuttgart on Tuesday night about 200 people went on a window-smashing rampage.

Tuesday was the fourth straight day of protests in West Germany against the neo-Nazi meeting in Frankfurt.

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## Photos of Soviet Hostages Released

(Continued from Page 1)  
Tripoli, the Islamic Liberation Organization said in a statement, "and effect the retreat of atheistic forces from around this heroic city."

"All these forces and Syria assume responsibility for the lives of the Soviet hostages," it said, adding: "We shall execute them all and also strike in strength."

The caller demanded that Moscow issue a statement condemning the fighting in Tripoli before the Russians would be freed.

A Soviet source in Beirut said earlier that the embassy was told by Syrian sources that the four men were alive and in Beirut and it was hoped that they would be free in two or three days.

An embassy official, however, said: "We have no additional information," and added: "We hope everything will finish very well."

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Beirut are hunting for the missing men, and the Soviet charge d'affaires, Yuri Sousslikov, met with President Amin Gemayel to ask for help from the Lebanese government.

The Soviet source said that Moscow also was in "high level" contact with Syria over the kidnappings, but there was no sign of a slackening in the Syrian-backed assault on Tripoli.

The attack on the Sunni Moslem Tawheed (Unification) organization in Tripoli has aroused anger among some Lebanese Moslems.

The Soviet officials were kidnapped after the Tawheed leader, Sheikh Saeed Shaaban, called on "religious Moslems" to rise up in defense of Tripoli.

A spokesman for one of the leftist militias attacking Tripoli said: "I don't think the kidnaps will affect the battle in Tripoli. Countries do not usually go back on their general positions in these cases."

The Reagan administration condemned the kidnapping of the four Soviet officials.

"We deplore this as an act of terrorism," said the White House spokesman, Larry Speakes.

Fierce fighting continued in Tripoli.

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The visit



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## INSIGHTS

## UN's Early Days: Riveting Issues, Exhilaration and Shared Adventures

By A.M. Rosenthal

New York Times Service

NEW YORK — They were strange, those first years of the United Nations, so far back in the mid-1940s and '50s, and sometimes quite wonderful. Everybody knew that one pillar of the UN concept had collapsed before the first speech was made, the first resolution passed.

The way it was supposed to work was that the great Allies of World War II, the Big Five — the United States, the Soviet Union, China, Britain and France — were to continue great and allied forever.

They were to guide the United Nations with strength and wisdom. So unthinkable was it that they would ever be anything but strong and wise, that anything could be done against their will, that each of them was ennobled with veto power in the Security Council, where resolutions were supposed to be transformed into action.

It never worked that way. Britain and France lost their colonies to freedom movements and quickly were world powers no longer. Within a pitifully short time, the China that sat on the council and was supposed to represent a billion people represented nothing but a steamy Pacific island. And, most devastating and fatal to the UN concept, the Soviet Union and the United States became enemies instead of friends.

Politically, the United Nations was shattered into blocs. Veto replaced action, and vituperation became the language of debate. Hatred and struggle and bitterness were pumped through the loudspeakers.

And yet, despite the collapse of the political ideal, despite all the nasty words, there was zest at the United Nations, and hope in large measure — that and a great deal of fun. Nobody quite understood that, as time passed, the really important issues would be kept away from the United Nations — nuclear life or death, the United States and Vietnam, Soviet expansionism, Lebanon, negotiations in the Middle East, inflation, depression, trade wars.

But in the early years, the issues that were brought before the United Nations were riveting to the whole world — India and Pakistan fighting over Kashmir, the partition of Palestine and the creation of Israel, Korea and the stupendous error of the Soviet Union in boycotting a meeting that allowed the United States to fight in the name of the United Nations.

And before nuclear destiny was taken from

the United Nations by the Soviet Union and the United States, and transferred from open discussion at what was supposed to be the diplomatic center of the world to guarded chambers in Geneva, Bernard Baruch sat as the U.S. delegate to the UN Atomic Energy Commission in a chamber in the Bronx, New York, that had once been a college women's gymnasium.

Early one day in 1946 he read a speech that said the world faced a choice between the quick and the dead. We all nodded and truly felt that there was not much more to be said, but of course there was, four decades worth, and the choice still not made.

But the sense of exhilaration came from the freshness of it all, the sharing in an adventure that — who could say — might just possibly work out somehow, someday. And there was a youngness about the organization then that gave it zest.

In those days, pre-jet, there still was a sense of wonderment about foreign places and foreign ways and people and here was New York, the very center of the whole foreign world. You sat down in the cafeteria and next to you was a Pakistani lawyer, a Peruvian judge, a Chinese economist. You had to be an ice cube not to be excited.

It was small — just 51 countries in the beginning — and everybody knew everybody and there wasn't much protocol, and nobody really thought about security. So important people just wandered around like the rest of us. Oh, the memory of standing in the snack bar line, turning around and seeing Eleanor Roosevelt behind you, seeing and feeling her great, wonderful smile and handing her the pat of butter she wanted, and then sitting with her, at a rickety table, and talking.

That was lovely, and so was having the home phone number of Trygve Lie, the robust and fiery first secretary-general of the United Nations, and being able to call him up at all hours of the morning for comment on this or that.

"God damn it, is that you again?" he would say, and there would be some words in Norwegian, presumably uncomplimentary. But he always had something to say, and he never hung up or changed his number.

It was not so lovely being stopped and denounced in a corridor by Andrei Vyshinsky, who had sent platoons of Soviet citizens to their deaths during Stalin's purge trial and who had the sharpest tongue at the United Nations, no mean achievement. He was furious about an article saying he was ill and would return to

Moscow. He convinced everybody it was a dirty American lie, but he did die shortly afterward, which we all said was rather graceful.

Best of all there was a casual, make-do atmosphere surrounding the early days of the United Nations that made for a kind of camaraderie. Even Soviet and American diplomats meeting in a pizzeria in a Bronx Little Italy near the first UN home couldn't glare too fiercely while wiping tomato and cheese off their mouths with soggy napkins.

The UN — everybody called it by its initials — didn't have a permanent home for years. While a site committee toured American cities,

despite the collapse of the political ideal, despite all the nasty words, there was zest at the United Nations, and hope in large measure — that and a great deal of fun.

We used to talk about how great it would be if the Security Council had to meet out in the park, under the trees.

We would daydream about taking the boys of the Security Council out in a bus to Van Cortlandt Park, picking a nice grassy spot for them, and then seeing how fierce Pakistani versus Indian or American versus Russian could stand while swatting flies and snacking ants, while Bolivia over there dozed sweetly, face to the sun.

It never quite came to that, but the United Nations did have a pretty difficult time getting a roof over its head while the search went on. For a few months it met in a couple of borrowed board rooms at Rockefeller Center, and then it settled down for a while at what was then the Bronx campus of Hunter College, women only. It is now Lehman College.

Hunter College was in the Bedford section of the North Bronx, known worldwide, according to the mothers of the area in those days, for the freshness of the air, a hundred, a thousand times better than downtown. The college women, presumably gasping for air, were moved out, but their spirit remained and gave a deliciously incongruous atmosphere to the new diplomatic center of the universe.

There was a document center in the locker room, the Balkan experts met in the French I and II rooms, the press center was a boarded-over swimming pool, and the office of The New York Times was a hair-drying room. There are still surviving Times reporters, a few, with vivid memories of smacking their heads against a

dryer as they stood to stretch legs and minds.

And where Hunter women had once leaped nimbly over leather horses, the UN Security Council met to discuss Franco's Spain. The only protection was provided by a few relaxed U.S. Marine guards.

THE next resting place was the old Henry Hudson Hotel on West 57th Street in Manhattan. A Brazilian admiral, declining in a room once used for weddings and bar mitzvahs, ripped open his shirt one day to show his war wounds. Nobody knew exactly where he got them or why he showed them. But all agreed it was indeed a fine gesture.

Then, a village near Great Neck in Nassau County, Long Island. The UN headquarters there was part of a shrinking defense plant, and everybody loved the symbolism — "war factory" turned to the uses of peace. And the name of the split-level village next door, which would become the UN's address and dateline — Lake Success, what good luck!

It was near enough to New York to draw stimulation from it and yet you had to travel, make an effort to get to it. So the United Nations was in a place of its very own, not lost in a great metropolis. There was no fancy furniture, no swank offices, and there was only the cafeteria for everybody, no special delegates' dining room. The whole place had the staunch atmosphere of U.S. Army surplus. But some of the stuff did come from a sofa here and there.

Since it was mostly one level, people had to do a lot of walking, which meant they had to meet each other and talk, which was just fine. It was too small for the General Assembly sessions that all member nations attended, so they were held in a converted indoor ice rink in Queens, a dank and drafty place. Everybody was always glad to get back to the shabby warmth of Lake Success.

It was not until 1951 that the United Nations moved into glass skyscrapers on the East River, on a site made possible by the Rockefeller family.

People do not see each other much in elevators, which is a pity. Skyscrapers may make

great headquarters for some organizations, but nothing ever seems quite as appropriate for the United Nations as a one-level old factory with rundown sofas, a cafeteria line and lots of walk and talk.

Over the years, thousands of issues, tens of thousands of newspaper stories. Most of them ring dimly in the mind, but some of the people of those days sound clear and warm.

A Pakistani named Ahmed Bokhari, a learned, funny rapier of a man talking brilliantly about Macbeth, Sir Bengal Rau of India dreaming aloud about what he loved most, the law and his country, filling a young reporter with desire to leave the United Nations and go live in India, experience it, taste it. Raphael Lemkin, a Polish-born international lawyer with no real official standing, always wandering about the corridors, pleading, cajoling, courting, seeking for an international convention against genocide. He lived to see the day.

There was Trygve Lie, who loved the United Nations, too much, until he could not distinguish between it and him, and spent his last years in hurt anger. His successor, Dag Hammarskjöld, liked to call himself an unashamed intellectual, and he was both man of learning and wit — the quintessential Western diplomat.

This elegant Scandinavian was done in finally by a situation from another world, and which he never seemed to grasp — tribal warfare in the Congo. He died in an airplane crash over Africa on one of his many wearing Congo missions. When he had arrived at the United Nations, he had said he hoped the day would come when the people of the world saw the United Nations not as a strange painting by Picasso, but as a drawing by themselves. He did not live to see the day.

Vijaya Lakshmi Pandit of India, Nehru's sister, touching her tears with her sari when she spoke of the black man in South Africa; and a listening Pakistani delegate in the back row, clenched with anger about India's caste system. And then one day, Sir Mohammed Zafrulla Khan, meeting in the delegates' lounge on the day of Mahatma Gandhi's assassination, standing close, for a long time, saying nothing, just standing silent and together.

It was not very successful, the United Nations, but despite all the harshness, quite friendly. Jews and Arabs made up entire parties in New York and nobody even questioned it. Dutch diplomats and Indonesians

fighting for independence from them would talk warmly about friends in each other's countries. Politicians from nations not officially born would walk about, buttonholing, endlessly, eagerly. And at the bar, a martini would on occasion loosen a Russian or American tongue equally.

Andrei A. Gromyko made his name at the United Nations, and although he was not the jolliest of men nor the warmest at all times, he usually was ready to chat a bit.

One morning, a reporter chasing Mr. Gromyko about during his first of many walkouts from the United Nations decided the best way to find him was the simplest. So he marched over to the Plaza Hotel, asked for the number of the Gromyko suite, took the elevator up and knocked on the door. There stood Mrs. Gromyko, in a housecoat. She seemed a bit surprised, but she invited the reporter in and poured coffee. Then the reporter and the ambassador strolled over to the Soviet Consulate together.

It's an altogether different United Nations now, which is hardly startling, most things change in 40 years. It has 159 members instead of 51. Many of the new members are large and important, old countries like Spain or newer ones like Nigeria and Indonesia. Some have populations that would hardly fill a department store on a sale day.

Real political action is almost unknown. For all over the world doctors, geologists, nurses and agronomists work in the name of the United Nations. It has become something of a headache for the United States, regularly outvoted by combinations of the Soviet and nonaligned blocs. Nastiness of speech has been raised to stunning levels.

But it does give all kinds of countries a voice they would not have otherwise. And if their delegates' words do not ring around the world, at least they are heard in their own hometowns. Surprisingly, many people still look quite young at the United Nations. They may even find the whole thing just as exhilarating and zestful as the old-timers did.

But they do live behind barriers of stoniness, and bodyguards imposed by the terror of terrorism, which is a pity.

Mrs. Gromyko's coffee was very good.

A.M. Rosenthal, now executive editor of The New York Times, reported on the United Nations for the newspaper from March 1946 to November 1954.

## To Conservative Elite in U.S., Reagan Years Are Just the First Step

By Sidney Blumenthal

Washington Post Service

WASHINGTON — Since Ronald Reagan was elected president in 1980, there has been much talk of a "Reagan revolution," an enduring shift to the right in American politics.

To consolidate that revolution, many of Mr. Reagan's strongest supporters have tried, with great perseverance and some success, to forge a new conservative policy-making elite to run the government in Washington.

By creating what Patrick J. Buchanan, the

White House director of communications, has called a "conservative establishment" in Washington, they believe that future Republican presidents, even those not instinctively as devoted to their ideology as Mr. Reagan, will have to depend upon that establishment to govern.

To these rightists, who call themselves "movement conservatives," the Reagan revolution is not just an attempt to create an electoral realignment, but an effort to give life to the conservative elite, the revolution's vanguard. If that elite grows and prospers, it could be this administration's lasting legacy.

Many Republicans call themselves conservatives, but only some of them understand the

meaning of "movement conservatives." The distinction is crucial.

"This isn't merely a Republican regime, but a conservative regime," said T. Kenneth Cribb Jr., counselor to the attorney general.

Morton Blackwell, a former presidential assistant and movement activist, said that when he worked in the Reagan White House, "I was asked uncounted hundreds of times about personnel by conservatives in the administration: 'Is he one of us?'"

To be a mere Republican, they say, is insufficient. Technical expertise for the appointed job is not crucial. Even loyalty to the president is not enough. One must demonstrate belief in the

right doctrine and be associated with the right groups.

The credentials that carry the greatest weight among conservatives are affiliations with extra-party organizations ranging from the Heritage Foundation to the Intercollegiate Society of Individualists, from the Leadership Institute to the American Conservative Union.

"Having an endorsement from Heritage is important," Mr. Cribb said. "It's almost like shorthand. It cuts through the inquiries that would have to be made otherwise."

The traditional old-school link — having been an editor of the Harvard Crimson, for example, as was Defense Secretary Caspar W. Weinberger — is not the credential of choice, and may even brand the bearer as ideologically suspect. Better to have been an editor of the Harvard Salient, the conservative journal.

Conservatives insist that what they are creating is no different from the "liberal establishment," their nemesis and model. To achieve their goals, they are trying to gather strength, one appointment at a time, within the executive branch, a place they formerly considered alien and hostile.

Like leftists of an earlier epoch, movement conservatives can detect among themselves the slightest nuances of difference.

For instance, they can instantly distinguish between a conservative who has spent his or her political life within the movement's apparatus, and a neoconservative, a former liberal lately converted to the cause. They are bound by common ideological concerns, such as basing U.S. diplomacy on military power, but may be split over social issues such as abortion.

But they are even more keenly self-conscious about what sets them apart as an ideological movement from the stodgy party regulars.

"Reagan knows that his own political success is the result of different currents of ideas that have been around for a generation, but only a generation," Mr. Cribb said. "It's unique that you have a president who's a self-conscious conservative, approving of a body of thought and seeking policy that proceeds from that thought."

STRUGGLE for control of political appointments during the Reagan presidency reflects a conflict between the movement conservatives and traditional Republicans, epitomized by the two Senate Republican leaders during that time, Howard H. Baker Jr. of Tennessee and Robert J. Dole of Kansas.

It is a conflict that dates back at least to the Barry Goldwater's 1964 presidential campaign. Many conservative activists, including Mr. Reagan, served national politics during that campaign. His rise, unlike that of Richard M. Nixon or Gerald R. Ford, was not dependent upon his standing with party regulars.

The conservative movement sustained Mr. Reagan's career, just as he has sustained the movement. But he is larger than the sum of its parts. Without him, conservatism would have lacked its political focus during the wilderness years, and conservatives would never have assumed power. Mr. Reagan's indispensability has allowed him to use the movement without becoming trapped by any of its factions.

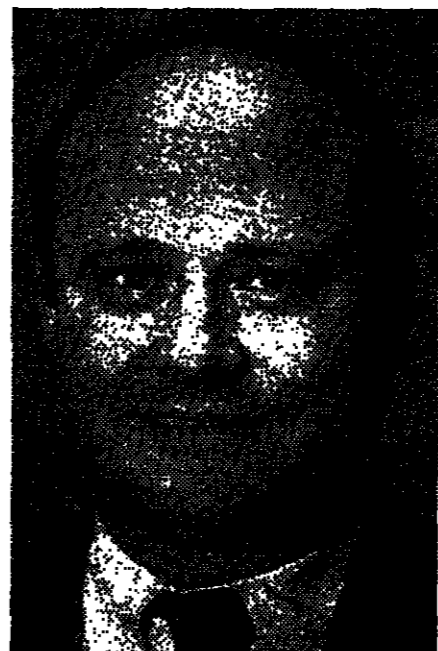
Mr. Reagan, however, has not tried to urge ideological activists to become party regulars. "We're conservatives, not party people," Mr. Cribb said.

He said the movement inhabits the party only because "most conservatives are effective through the mechanism of the Republican Party." Like Mr. Reagan.

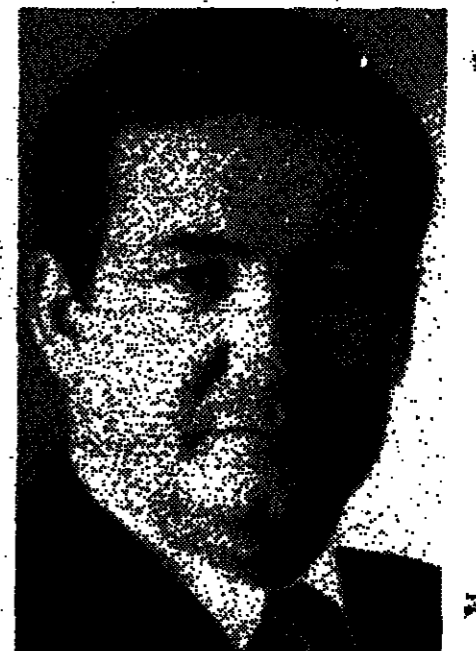
For at least a decade conservatives have positioned themselves to work within the Republican Party and the government without becoming absorbed as regular Republicans.

Yet even after defeating the traditional Republicans at the conventions — "It's no fun anymore without Nelson Rockefeller," said a conservative — they have been repeatedly overwhelmed inside the government by their rivals, who often are more skilled at policy and bureaucratic infighting.

A conservative involved in the administration's personnel decisions called them "these jerks trotting around with their Nixon and Ford credentials." When "these jerks" were appointed to virtually all the important positions, the conservative rage erupted anew.



T. Kenneth Cribb Jr.



Patrick J. Buchanan

Many Republicans call themselves conservatives, but only some of them understand the meaning of 'movement conservatives.' The distinction is crucial.

The conservative ambition to completely control the government, making it absolutely reliable on every issue, is far from being realized. Many appointments turned out to be failures.

James G. Watt at the Interior Department, Anne M. Burford at the Environmental Protection Agency and Richard V. Allen in the National Security Council were short-lived phenomena, and the jobs fell from their grasp. The conservatives were frustrated when two recent nominations were rejected: that of Donald Devine to a second term at the Office of Personnel Management and of William Bradford Reynolds to be associate attorney general.

According to their colleagues in government, movement conservatives have sometimes failed to master their jobs. In the first-term Reagan White House, Edwin Meese 3d and his assistant, Mr. Cribb, were famous for their ineffectiveness.

The Reagan years are not viewed by conservatives as the culmination of their desires, but as a first step. They look to the post-Reagan era, when they intend to help another Republican win the presidency and to prevent traditional Republicans from assuming power by taking it themselves. Until then, they will not feel they have finally triumphed.

WHEN discussing their strategies, conservatives often use the word "cadres." They have invested enormous energy in developing a mechanism to carry youthful cadres from college to the federal bureaucracy. The Reagan years, said a prominent conservative, "are a time for young conservatives to get credentialed, so that when the next conservative administration comes along they'll be in place to move up."

Within the executive branch, Mr. Cribb said, "self-conscious conservatives who understand the seriousness of the enterprise are less than a third of the 6,000 or so presidential appointments."

It is not essential, Mr. Cribb said, for conservatives to hold every job. What is required is that they command the top positions. Yet only a few conservatives have risen to such heights.

Mr. Cribb himself is one of the most influential movement conservatives inside the federal bureaucracy, although he was dismissed by many key officials in Mr. Reagan's first-term White House.

Behind his back they called him "Baby Bigger" for his ideological leanings. His influence comes from having served as Mr. Meese's "eyes and ears within the movement" since the beginning of the administration, according to a former White House official.

The building of the conservative network has not been simply a process of addition. Some nonbelievers are being driven out.

Early in the administration, the presidential personnel office sought a list from the Chamber of Commerce of career federal employees who lacked belief in supply-side economics, according to congressional sources. At the Environmental Protection Agency, under Mrs. Burford, a list of career and senior officials was drawn up, and in some divisions most of the career professionals were driven out.

Movement conservatives are located throughout the bureaucracy, but concentrated in pockets. Under the direction of Donald T. Regan, the White House chief of staff, and his technocrats, conservatives oversee communications (Mr. Buchanan), speech writing (Anthony Dolan), public liaison (Linda Chavez) and policy development (John A. Svahn). All are influential, but none has absolute command over decisions on any issue.

The Justice Department under Mr. Meese is being transformed into a movement bastion. At the Department of Education, leadership has been removed from the hands of a stalwart Republican, Terrell H. Bell, and delivered to Mr. Bennett, a neoconservative militant who was formerly a Democrat.

Ideological coloring varies from department to department. "The State Department is the worst, the president's speech writing staff is the best," Mr. Blackwell said.

Although key movement conservatives in the early days of the Reagan administration found perches at the Defense Department, they felt themselves excluded from the State Department.

One of the first acts of Secretary of State Alexander M. Haig Jr. when Mr. Reagan took office in 1981 was the abrupt dismissal of the president's foreign policy transition team, which had been run by conservatives.

The dominant figure on the team was John Carbaugh, then a foreign policy aide to Senator Jesse Helms, Republican of North Carolina, the new right champion. Mr. Carbaugh had compiled hit lists of ambassadors and Foreign Service officers whom he considered unreliable, according to a former administration official who served on the transition team.

By terminating the team, Mr. Haig was sending a message to the Foreign Service: Officers that they should not worry, a source said.

Mr. Helms, who was on the Foreign Relations Committee, began delaying the confirmations of those he regarded as ideologically unreliable. His aim was never mysterious: He would exchange confirmations for "movement appointments."

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## ARTS / LEISURE

## 'Murderers' Mired in Gore

By Sheridan Morley  
International Herald Tribune  
LONDON — To mark the re-opening of the Cottesloe Stage of the National after a six-month financial blackout, Peter Gill is staging a season of new plays derived from the work he has been doing with young people in the National's experimental studio. The first of these, Daniel Morrin's "The Murderers," is set in east Belfast in 1972 at the time of a brief

## THE LONDON STAGE

political truce between the Irish Republican Army and the British. Morrin's bloodbath, cast in the form of a Jacobean revenge drama, focuses on the third force in that insoluble Irish equation, the Protestant Loyalists who wanted no part of any such truce.

One of their number has recently been killed in a pub bombing; his son Tommy (Ewan Stewart) returns from London exile for the funeral and is at once handed a butcher's knife with which to disembowel an innocent Catholic by way of revenge. The murder is performed center-stage at considerable length, and though the play would seem to be a condemnation of mindless Irish violence, there is something curiously nasty about a production by Gill that dwells in such detail on the spilling of admittedly unreal blood.

In this staging "The Murderers" has become the theatrical equivalent of a video nasty, and I fail to see how such explicit brutality serves the message of the play, which would seem to be that until the Irish stop chubbing each other to death like drunks outside a pub it will be very hard for the rest of the world to take their problems to heart.

At the Royal Court a year or so ago (and recently Off-Broadway) Ron Hutchinson's "Rat in the Skull" took this argument a great

deal further without washing the set in gore, and Morrin's play seems therefore little more than a step back into butchery. Neither he nor his young cast have the experience to turn his characters into anything more than stereotypes out of a Cagney gangster movie, though there are some blackly funny moments: one of the young Loyalist killers, having had to hand over a great deal of ill-gotten loot to his unseen bosses, notes icily that "Ulster is the only country in the world where you can do three bank jobs before you are 20 and still have to sign on for the dole."

But Morrin is not yet a forthright of-the-border O'Casey, and his gunfire lullaby of Belfast is undiminished by any insight beyond that of a vicious and pathetic backwater of religious torture: everyone involved deserves or at any rate needs more than that, including the National audiences.

At the Bush, Marnet Puig's "Kiss of the Spider Woman" is an immensely powerful and touching two-hander about a couple of male prisoners in an Argentine jail. One is there for some unnamed political offense, the other for scotching small boys in private; yet in a curious way the play is about neither politics nor sex. On one level it is about the escapist power of bad old movies; Molina (wonderfully played in a sweaty, punchy, gay bravura turn by Simon Callow) is forever relating the plot of the "The Cat People" to his non-moviegoing cellmate (Mark Ryland). On another level it is a homosexual love story, and on still a third level it's about betrayal and brutality and the breaking of minds and bodies in a police state.

Put like that, it is unlikely to sound like much of a fun evening out; yet the curious triumph of Simon Stokes's production has been to turn this very static, often sentimental and sentimental dialogue

into the best double-act in town. While Ryland spends much of the evening flat on his back, bruised by jailers into a temporary submission, Callow leaps around his new friend with evident delight at having found a captive audience even in appalling and treacherous circumstances. Puig is, I think, trying to tell us that people who want to change the world sexually and those who want to change it politically have a lot in common. He is also trying to tell us that homosexuality and heroism are not necessarily incompatible, and that there is a kind of therapy in obsessive Hollywood memories.

Rising above most of that, Callow turns in a gay storyteller of hilarious proportions: whether wishing to be Christina of Sweden in order to end up a queen, or merely wondering why, if there really is nothing better on earth than a good woman, he can't be one, this is a performance of considerable courage and camp charm. Like the Charles Laughton he has long promised us a biography of, Callow is splendidly unafraid of going too far onstage, and the result is an unmissable tragicomic creation.

Ryland is left to make the quieter case for restraint and butch submission, but his too is a performance of considerable fascination, leading plausibly from irritation to love in regard to his manically gay cellmate. London is soon to get Hector Babenco's film of Puig's novel and, it is reported there may even be an operatic version by Hans Werner Henze. They will have a hard time living up to the standards set at the Bush.

Though it spectacularly fails to live up to the revised Jonathan Miller "Rigoletto," which is also back in the London Coliseum repertoire for the winter, the English National Opera's rethinking of "Orpheus in the Underworld" is worth a look if only for the definitive Gerald Scarfe exhibition that it houses by way of scenery. Scarfe's sets are a riot of gimmicky cartoons and blaring backdrops that should be shown to every other designer in town as an example of how to take over an entire production from the drawing board.

True, there was not a lot to take over; the playwright Snob Wilson has come up with an uncharacteristically leaden new translation, while Mark Elder's orchestra manages often to make it sound as though the Bach we are hearing here is Johann Sebastian rather than Offenbach.

Outside of that, and some desperately unfunny mugging from the entire cast, we are left with a great Act Two finale and a tap-dancing Mercury in silver lamé. That a company capable of achieving the heights of the Miller "Rigoletto" could also sink to the amateur concert-party depths of this David Pountney production is one of the enduring mysteries of the Coliseum.

## Teddy Bear Auction Record

The Associated Press  
LONDON — An American collector broke the world record sale price for teddy bears Tuesday, Sotheby's said, paying £3,740 (about \$5,230) for a bear made by the German toymaker Steiff.



Di Meola: "It's a whole new me."

## Al Di Meola and His Synclav

By Michael Zwernin  
International Herald Tribune

PARIS — The credit on the jacket of his album "Soaring Through a Dream," just released in Europe, reads: "Al Di Meola — Synclav guitar. Guild X-500-SB guitar, Ovation acoustic guitar." A half-page box titled "Al Di Meola's Equipment," accompanying an interview in Down Beat magazine, included something called a "Mesa Boogie amp."

Musicians have not yet taken to wearing logo-quilted jerseys like bicycle racers, though a novice concealer would wonder why so many keyboard players are named Rhodes, so many drummers Yamaha. Brand names displayed as part of today's technologically top-heavy pop music are often generic descriptions rather than endorsements; the digital computer-operated guitar-triggered Synclav that Di Meola plays has entirely different characteristics from a Moog, though both are synthesizers.

The Synclav can create, copy, mix, loop and even print out sounds that have never before been heard or imagined. "You can tap a wine glass with a spoon, record it

and then make chords from the sound," Di Meola said. "The computer memorizes whatever you put into it and then plays it back in whatever form you want."

Keyboard synthesizers have been capable of such operations for a long time, but the guitar synthesizer has been in commercial use for only about three years. Along with Pat Metheny, Di Meola is one of its pioneers. "I can go out with a Sony two-track digital recorder, sample a guy hammering a hubcap, come back and feed it into the computer and make guitar music out of it. I'm able to use a whole spectrum of new sounds which have never before been available to guitar players."

Philosophically, glass-tapping hubcap-hammering music follows directly from John Cage, who has said: "I haven't yet heard sounds that I didn't enjoy, except when they became too musical." Nevertheless, old-fashioned as such attitudes may seem, some nostalgics pine for the days when Ben Webster sounded like Ben Webster rather than a digital sampling of Ben Webster.

"In the past," Di Meola responded, with no nostalgia whatever, "the personality of musicians was embedded in their own sound because they didn't have any other sounds at their disposal. Today new technology is making so many new sounds available to us, either you remain in the dark ages or you go ahead with the times. I'm going ahead."

Now that one operator can create sounds or noises of orchestral proportion, human instrumental sections are increasingly considered obsolete. Di Meola takes what is probably a realistic, if not terribly empathetic, view of the future of those who choose not to "go ahead."

"A lot of musicians are afraid they will be put out of work. Rightly so. These are people who take the bus from the suburbs to New York and read the financial page during an eight-bar rest. In a way they have only themselves to blame. Union scale for one musician per day in the studio is \$700. It's gotten out of hand. Their attitude is often anything but positive. And what if I don't like it once the date is over? Screwed. With a Synclav I can add, subtract and double, and have freedom to do all the crazy things I want to do without worrying about people's attitudes. But no machine will ever replace a great soloist."

Virtuoso musicians will not be put out of work. Only lazy musicians. Since he became a name with Chick Corea's Return To Forever, Di Meola has been known for speed. No guitarist could get as loud a cheer from as many people by spraying such an astonishing number of notes into a measure. His half dozen or so albums as a leader have been averaging 500,000 copies each.

Although he insists that "the Synclav doesn't play you, you play it," the machine appears to have had a positive effect on him. Now that he can create sounds along with hubcap-taps, in advance, Di Meola has in effect been able to program maturity into his software. Judging from the new album, and his concert in Paris at the Rex Theatre last week, his music has become more thoughtful, and better paced.

"It's a big temptation for an immature young player to fill in silence with a lot of notes. The beauty of this machine is the new space it provides. It has enchanted me. It has helped me move away from my technique-oriented music."

"That aspect of my playing brought me to prominence. When I went out on my own after leaving Chick's band I felt I had to compensate in that vein because my audience expected it of me. So for years I made music focused on fast technique. Now I'm interested in originality more than quantity of sound. I no longer want to be blown away by music. It's a whole new me."

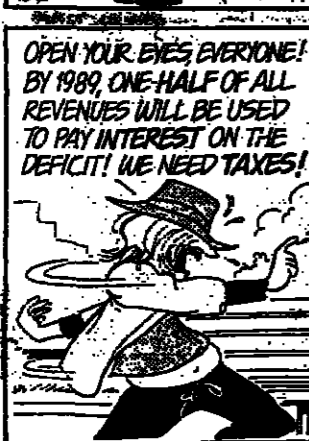
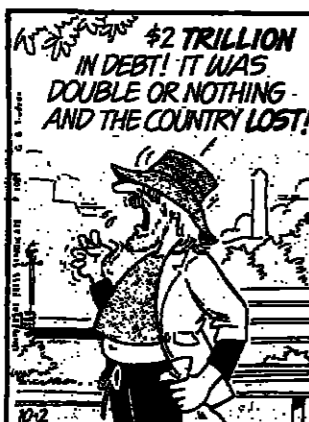
## Chatsworth Estate Plans to Sell 300 Old Master Prints

Reuters  
LONDON — About 300 Old Master prints from one of England's most important art collections are to be sold Dec. 5, according to Christie's, the auction house. The prints, from the collection of the Duke of Devonshire, include works by Rembrandt and Albrecht Dürer.

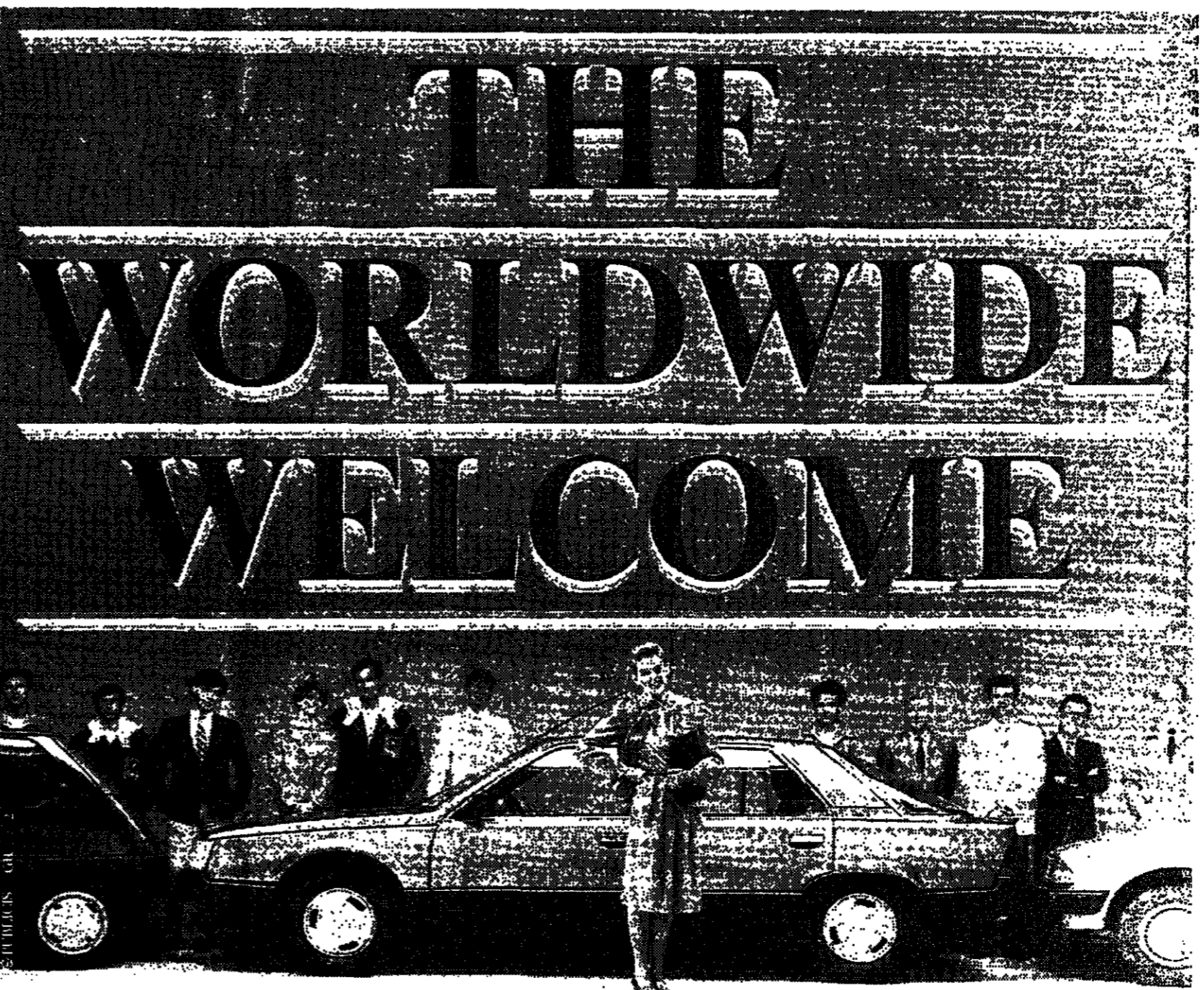
The duke's residence is Chatsworth, a country house and estate in Derbyshire, central England, which is under the administration of a charitable trust.

The trustees said the sale was necessary for the upkeep of the 12,000-acre (4,850-hectare) property.

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of the latest models, but they are also maintained by our own specialists.

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In the U.S., Latin America and the Pacific, it's National Car Rental. In Canada it's Tiltix.

	Vol	High	Low	Last	Chg.
BAT 1p	7829	3/4	3/16	3/16	+ 1/8
DomeP	4771	2	1 1/8	1 1/8	+ 1/8
WDBH 1/2	4534	3	7/16	7/16	+ 1/8
Per 800	4483	2 3/4	2 1/4	2 3/4	+ 3/8
GMCO 2	2655	1 1/2	1 1/8	1 1/8	+ 1/8
AM Intl	2149	3 1/2	3 1/4	3 1/4	+ 1/8
Wilsons	2074	4	3 3/4	3 3/4	+ 1/8

High	Low	Close	Ch'ge
224.23	222.27	224.23	+1.92

12 Month		Stock	Div.	Yld.	PE	52-Week		Class	
High	Low					High	Low	Quot.	Chg.
29 1/2	17 1/2	Enserch	1.60	7.8	171	2952	20 1/2	20	29 1/2 + 1/2

General Foods was third, unchanged at 118%.

Stocks associated with takeover rumors made the sharpest gains.

Midcon Corp. was the session's biggest winner, rocketing 10% to 56% on rumors that a major oil company — possibly British Petroleum — might buy it. British Petroleum climbed 1% to 31%.

InterNorth, another natural gas company, rose 3 to 43%.

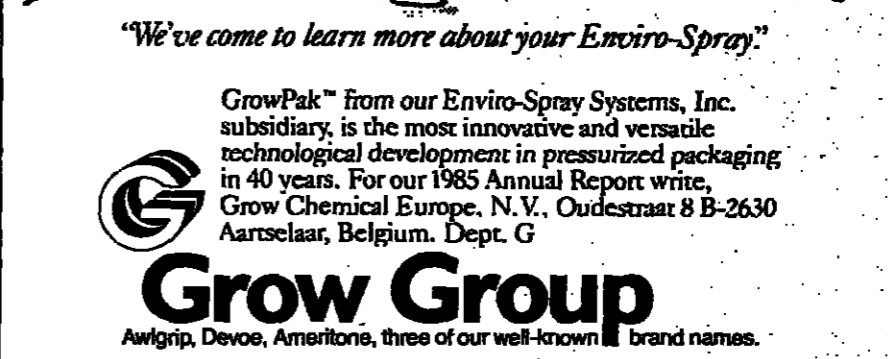
CBS was another big winner, adding 6% to 116%. Loews Corp. raised its stake in CBS to 11.1 percent from 9.9 percent. CBS said Loews Corp.'s actions are for investment purposes only. Loews (ex-dividend) added 1% to 44%.

Richardson-Vicks climbed another 3 to 68% after jumping 10 Monday. After the market closed, the company said it would be acquiring the drug company for \$69 a share. The rumors that Procter had made a friendly takeover bid for the company, Richardson-Vicks had sought a "white knight" to counter an unfriendly bid from Unilever, which last week offered \$60-a-share for the drug company.

Revlon Inc. climbed another 3% to 50% after advancing 4 Monday. Friday Panty Pride offered to raise its bid for the cosmetics and health care company to \$50 a share if Revlon would drop all takeover measures. Panty Pride fell 1% to 6.

Takeover talk enhanced the value of other consumer product companies, traders said. Cheesecake-Pond's added 2 to 33% and Campbell Soup climbed 3% to 42. Sara Lee advanced 2% to 45. Ralston-Purina added 1/2 to 46 and Quaker Oats rose 1/2 to 55.

Year	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100
1970	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	



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(Continued on Page 12)

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WEDNESDAY, OCTOBER 2, 1985

INTERNATIONAL MANAGER

# Chief Executives in Europe Are Slow to Go Solo on TV

By SHERRY BUCHANAN  
International Herald Tribune

PARIS — Not many European executives seem to have the size of Lee Iacocca's. Or if they do, they're being discreet about it. The U.S. chief executive of Chrysler Corp. went on television to sell his company's cars, and helped to turn the company around.

Getting on television or radio to sell your own or another's products is not yet a European executive sport. Examples of those chief executives who display their acting talents on the small screen are rare.

Ad agencies say that they worry that chief executives cannot act or that too few are recognizable to the general public at home, let alone in another European country. "In England, chief executives may be recognized in the City or by financial circles but very few by the general public," says John Boyes, accounts manager with McCann Erickson Advertising Ltd. in London, a unit of the big U.S. agency. "Some by their character could turn people off which could lead to severe embarrassment," he adds.

Ad teams would also rather push creative, expensive ads than what many ad teams view as dull shots of a chief executive doing his thing.

For some, the fear of terrorists makes a television role impossible.

ON THEIR side, executives in Europe have all kinds of fears about appearing on television. The fears range from attracting the attention of terrorists to not wanting to appear like a hard sell in societies that still frown on overt profit-making.

"We have trouble sometimes recruiting executives for commercials," says Mary Gueff of Ogilvy & Mather Ltd., the British subsidiary of the U.S. advertising agency that has the American Express Co. account. American Express launched its "Do You Know Me?" campaign in Europe in 1984. "Some chief executives don't want the publicity. A lot resist it because it creates the wrong image for them. It gives the idea that you are seeking notoriety for yourself rather than for the company," Mr. Gueff said.

But a brave few have ventured into stardom.

Solo performers who sell their own products include Victor Kiam, chief executive of Remington Products Inc., the U.S. manufacturer of shavers. Although Mr. Kiam is an American, his television advertising campaign runs in 33 countries, including France, Britain and West Germany. He speaks in whatever the native tongue may be, including Japanese. "I'm a 29-second linguist," says Mr. Kiam, the sole owner of Remington Products. He bought the company in 1979 in a leveraged buyout.

Mr. Kiam's television commercial campaign started five years ago in Britain. Three years later, Remington Consumer Products Ltd., the British subsidiary of the U.S. company, ran an awareness test, asking 100 people off the street whom they could identify: Victor Kiam, Captain Mark Phillips, who is Princess Ann's husband, or Sir Freddie Laker, the cut-rate aviation entrepreneur. Fifty percent recognized Mr. Kiam, 52 percent Captain Phillips and 48 percent Sir Freddie.

Many chief executives worry about the impact that a television appearance will have on their personal life. But according to Mr. Kiam, his television appearances have had a positive impact on his personality. For instance, when he is waiting in line and somebody jumps ahead of him he no longer shouts: "Get back to the end of the line." Instead he politely approaches the person and says, "Excuse me, I'm in line here maybe you didn't notice it."

He adds: "If the guy is really impatient I don't push it. I used to

## Currency Rates

Cross Rates	Oct. 1
Amsterdam	1.818
Frankfurt	1.818
London	1.818
Paris	1.818
New York	1.818
Tokyo	1.818
Osaka	1.818
London	1.818
Paris	1.818
New York	1.818
Tokyo	1.818
Osaka	1.818
London	1.818
Paris	1.818
New York	1.818
Tokyo	1.818
Osaka	1.818

Other Dollar Values	Oct. 1
Amsterdam	1.818
Frankfurt	1.818
London	1.818
Paris	1.818
New York	1.818
Tokyo	1.818
Osaka	1.818
London	1.818
Paris	1.818
New York	1.818
Tokyo	1.818
Osaka	1.818
London	1.818
Paris	1.818
New York	1.818
Tokyo	1.818
Osaka	1.818

## Interest Rates

Eurocurrency Deposits	Oct. 1
1 month	7 1/8 - 8 1/8
3 months	7 1/4 - 8 1/4
6 months	7 1/4 - 8 1/4
1 year	7 1/4 - 8 1/4

Key Money Rates	Oct. 1
United States	7 1/8 - 8 1/8
Germany	7 1/4 - 8 1/4
France	7 1/4 - 8 1/4
Japan	7 1/4 - 8 1/4
Switzerland	7 1/4 - 8 1/4

U.S. Money Market Funds	Oct. 1
Money funds	7 1/4 - 8 1/4
Bond funds	7 1/4 - 8 1/4
Equity funds	7 1/4 - 8 1/4

## Gold

Gold	Oct. 1
Gold price	320.00
Gold lease	1.00%
Gold futures	320.00
Gold options	320.00

Markets Closed  
Financial markets were closed Tuesday in South Korea for a holiday.



The port of Shanghai, once Asia's most important trading crossroads, and the Huangpu River

# China Aims to Revive Shanghai's Importance

By Leonard Silk  
New York Times Service

SHANGHAI — The horns of the ships on the Huangpu River still wake visitors in the night. Crowds still parade along the Bund, the riverfront boulevard, admiring the view. The buildings of the great banks and mercantile houses and hotels — the Hongkong & Shanghai Bank, the Bank of China, the Central Bank, the Communications Bank, the Farmers Bank, the Oriental, the Agra, the Mercantile and the huge Sassoon House — still line the quay.

But the Sassoon House is now the Peace Hotel, and the financial and mercantile palaces are all occupied by the Communist Party and government bureaucrats.

The old Shanghai — a crossroads for international commerce as Asia's premier banking and trading center and an outpost for some of the West's less savory practices — is long since dead, a victim of the Communist takeover of 1949.

Now, however, Chinese leaders, both in Shanghai and in Beijing, regard Shanghai's commercial revival, and its old vitality, as essential to China's economic development and emergence on the world stage. But they want the old days back without the vice and

corruption they associate with capitalism, and free of foreign dominance.

Capitalism's vices flourished in the old Shanghai. The city "was not only a market for the foreign powers to dump opium and other goods," the official guide of the China Travel and Tourism Agency says, "but also a base of operation to rob Chinese agricultural products and raw materials, exploit cheap labor and carry on colonial rule."

The changes wrought by the Communists since 1949 have been dramatic.

Xia Hua Yi, an editor of Liberation Daily, the organ of Shanghai's Communist Party, said: "Before liberation, Shanghai was a multifaceted city. But after liberation, the task the state assigned to our city put more stress on the development of industry."

He added: "For a long time, Shanghai supported the economy of the whole country as one of its jobs. It produced one-ninth of the entire industrial output, one-sixth to one-seventh of the country's total revenues. The state asked Shanghai to contribute more money, more output and more talented people to the country."

But, in his view and that of many others, the other vital functions of Shanghai — and the city itself — were neglected.

Housing decayed and very little new construction was carried out. With the city growing from 7 million in 1949 to 12 million today, overcrowding has become intolerable. Bicycles and pedestrians choke the streets, along with a relatively moderate amount of vehicular traffic. And public facilities are hopelessly inadequate in a city where millions of families live in single rooms without toilet facilities.

Despite such problems, the talk in Shanghai is optimistic these days and there appears to be a willingness to experiment in the search for solutions.

Li Ru Xing, director of the department of Finance and Banking of the Shanghai Institute of Finance and Economics, feels that Shanghai needs more economic freedom from the cautious bureaucrats. He wants the city to have some "independent" banks — independent of direct state control — in order to invigorate the economy. "There has been greater vitality here before 1949," he says.

The major purpose of the "open door" policy of Deng Xiaoping, China's paramount leader, is in Mr. Li's view "to make total supply equal total demand, and end the economics of scarcity." The policy is designed to

(Continued on Page 19, Col. 2)

# Richardson Accepts Procter & Gamble Bid

Compiled by Our Staff From Dispatches

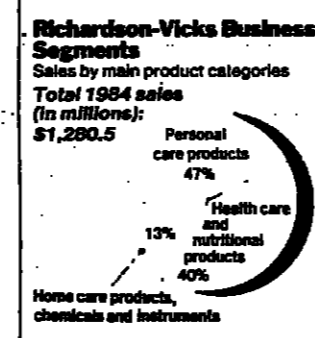
NEW YORK — Procter & Gamble Co., the U.S. soap and food giant, and the maker of Vicks' cold remedies, Richardson-Vicks, announced Tuesday that they have agreed to merge in a transaction worth about \$1.2 billion.

The agreement for Procter & Gamble to acquire Richardson-Vicks for \$69 a share came amid intense speculation that Richardson-Vicks had found a friendly suitor to defend it from the hostile takeover attempt of the British-Dutch conglomerate, Unilever NV.

Nonetheless, the speedy announcement of a definitive merger agreement came as a surprise since several other concerns also were reportedly bidding on Richardson-Vicks. News of the agreement sent shares of Richardson-Vicks up \$5 on the New York Stock Exchange to close at \$68.50.

The agreement specifies that Procter & Gamble will initiate a cash offer as soon as possible for all remaining issued common shares of Richardson-Vicks to be followed by a cash merger at \$69 a share.

Richardson-Vicks granted Procter & Gamble an option to buy



4,381,904 common shares at \$69 each, and Procter & Gamble agreed to buy an additional 6,334,226 shares from members of the Richardson family, related trusts and a company stock ownership trust.

The companies said that when the purchases and options were exercised, Procter & Gamble would own 48.9 percent of Richardson-Vicks — just short of a controlling interest.

However, Procter & Gamble also received an option that can be exercised under special circumstances — presumably if it appeared it was short of gaining control — to buy additional shares of Richardson-Vicks for \$69 each.

Tuesday's agreement makes Richardson-Vicks a wholly owned subsidiary of Procter & Gamble.

The combined sales of Procter & Gamble and Richardson-Vicks in the financial year that ended June 30 would have been \$14.77 billion. That would have been slightly less than the combined sales of another just-completed merger — between General Foods and Philip Morris — that was announced last Friday.

Humphrey Sullivan, a spokesman at Unilever's offices in New York, said his company would have no comment until after it studied the agreement between Procter & Gamble and Richardson-Vicks.

Richardson-Vicks had been to be considering at least three friendly takeover bids as it continued its effort to ward off the hostile advances of Unilever. Colgate-Palmolive Co. and Pfizer Inc. were among the companies said to be interested in Richardson-Vicks in addition to Procter & Gamble.

Through its U.S. subsidiary, Unilever offered \$60 a share, or about \$1.1 billion, for Richardson-Vicks if its directors did not fight the bid. Unilever also offered \$48 a share, or about \$850 million based on 17.7 million outstanding shares.

Both the management of Richardson-Vicks and members of the Richardson family opposed Unilever's offer and they aggressively fought back company stock.

The merger agreement with Procter & Gamble came four days after a federal judge ordered Richardson-Vicks not to issue a special series of preferred stock that was to carry extra voting rights. The shares would have given five votes to each holder of Richardson-Vicks's common shares as of Sept. 27, but would have lost the extra votes if they were sold.

The stock issuance was one of several defensive measures planned by Richardson-Vicks to thwart Unilever, which is the world's largest producer of consumer products.

U.S. District Judge Richard Owen ruled late Friday that the stock issuance would violate the laws of Delaware, the state in which Richardson-Vicks is incorporated. He said that under Delaware law such a move would need shareholders' approval, which the company had not sought.

The judge said the preferred stock could not be issued until after a trial.

# Mexico Lenders Agree to Defer Debt Payment

By Alan Wheatley  
Reuters

NEW YORK — Mexico's bank advisory committee has agreed to postpone for six months a \$950-million principal repayment that was due Tuesday, a Citibank official said Tuesday.

William R. Rhodes, co-chairman of the 13-bank committee, said the banks agreed to defer the payments due Tuesday and Nov. 4 until "developments within the next few months clarify Mexico's overall financing requirements."

Banking sources said earlier Tuesday that the \$950 million will now count toward \$2.5 billion in new loans that Mexico is seeking to see it through 1986.

In return for the new loans, Mexico committed itself to seeking a new 15-month standby loan agreement with the International Monetary Fund, the sources said.

Mexico already has a three-year extended credit facility with the IMF worth \$3.5 billion. But it recently fell out of compliance with the fund's economic targets, making it ineligible to draw the \$900 million still outstanding.

Because of capital flight and declining oil revenues, Mexico's foreign-currency reserves have dwindled from \$8 billion at the end of 1984 to a little over \$5 billion currently, well below target, bankers said. In addition, the country now faces the task of rebuilding after last month's earthquakes.

According to banking sources, Mexican officials told the committee that they did not intend to renegotiate the country's \$48.7-billion multiyear rescheduling agreement.

Bankers said, however, that it was already clear that the pact will have to be amended.

As part of the first half of the rescheduling, which covers \$28.6 billion, Mexico agreed to prepay \$1.2 billion of a \$5-billion loan extended in 1983. It made the first \$250-million installment in early January.

"We're not happy about not getting the prepayment, but we're pragmatic," one member of the advisory committee said.

The agreement to amend the re-

## Baker Promises New Debt Plan

United Press International

WASHINGTON — U.S. Treasury Secretary James A. Baker 3d said Tuesday that he will unveil a major new initiative in South Korea next week to help the most debt-burdened developing countries.

Mr. Baker summoned the nation's top banking executives to a Tuesday night meeting to explain details of the proposal. The meeting came on the eve of Mr. Baker's departure for a session of the World Bank and the International Monetary Fund in Seoul.

Mr. Baker said that the current case-by-case approach to debt repayment, in which economies are kept afloat through extraordinary loan reschedulings and extensions, "has been successful in many respects, but it has worked now for three years and we need to build upon it."

scheduling will require unanimous approval of Mexico's banks, a process that could take months. In a bid to streamline the process, Mexico said it would like the new credits to be drawn from its 100 or so primary lenders.

Such a move would be a sharp departure from the principle of worldwide participation, which has been a cornerstone strategy for handling the debt crisis in the past three years.

According to bankers, current plans call for the banks to provide their loans in the form of co-financing with the World Bank and the Inter-American Development Bank. Mexico hopes that the two institutions together will provide it with \$800 million net in 1986.

Mexico also hopes to receive about \$1 billion from the IMF in 1986, or about \$800 million net. In addition, as previously reported, the United States will provide \$1 billion in loans to finance agricultural needs.

# GATT Agrees to U.S. Stance To Include Services in Talks

Washington Post Service

GENEVA — The General Agreement on Tariffs and Trade agreed Tuesday to begin talks on a new round of world trade negotiations at the insistence of the United States that the regular consensus procedure had failed to produce agreement on a U.S. demand that services be included in the new round.

The United States was backed 65-35 in its bid for the special meeting, which began Monday.

"We have 60 days to get this show on the road," Mr. Smith told reporters in a reference to the regular November meeting of GATT members, which will have to formally decide on a new round next year. "If we don't have an agreement by then, then we're going to look at the whole trade situation more closely."

The special session of the members of GATT, the first in the organization's history, was called at the insistence of the United States that the regular consensus procedure had failed to produce agreement on a U.S. demand that services be included in the new round.

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# Japanese Expect Buying Abroad To Rise 7.5%

The Associated Press

TOKYO — Japanese companies probably will buy more foreign goods than ever this fiscal year, rallying behind a government campaign aimed at easing friction with Japan's major trade partners, the cabinet reported Tuesday.

Japan's 104 leading companies will boost purchases of foreign goods by an average 7.5 percent from the 1984 level, the cabinet said.

Japan has faced particularly strong pressure from the United States, which last year had a \$36.8-billion merchandise-trade deficit in its trade with Japan. The figure was expected to reach \$50 billion in 1985.

The Ministry of International Trade and Industry has estimated that top Japanese companies would buy the equivalent of \$104.6 billion of foreign goods in fiscal 1985, which ends next March 30, about a \$7.3-billion increase from a year earlier, said a MITI import division official, Hiroshi Matsumura.

The companies have taken steps to cooperate with the government plan, he added. "Manufacturing companies, for example, have imported machine parts or mechanical equipment that they could buy domestically," he added. "Department stores have held bargains and special sales to promote foreign goods. Some companies have taken a cultural approach, such as dispatching missions to the United States," he said.

# IMF Urges Bonn to Focus on Tax Cut

By Warren Guder  
International Herald Tribune

FRANKFURT — A confidential International Monetary Fund report on the West German economy says there is "both scope and need for directing policies toward the strengthening of domestic demand" by the Bonn government.

The report emphasizes that greater priority must be placed on reducing tax rates rather than on further reductions of the budget deficit.

According to sources familiar with the report who spoke Tuesday on the condition they would not be identified, the document also questions whether a tightening of West German money-supply-growth targets by the Bundesbank to a 3-to-5 percent range this year, from 4 to 6 percent in 1984, is fully justified.

The IMF's annual meeting starts next week in Seoul, South Korea, after preliminary meetings beginning Wednesday. The sources said the need for West Germany, as well as Japan, to provide further support for world economic recovery will be a key topic for discussion during the fund's interim meeting on the global economic outlook.

Tax policy, specifically the lowering of marginal income tax rates for individuals and corporations, is seen by IMF officials as the key area where West Germany could be making faster progress. But the report does not call for the moving forward of a planned 20-billion-Deutsche-mark (\$7.5-billion) across-the-board tax cut slated for 1986 and 1988, as has been urged by a host of West German economic research institutes and Bonn's own council of economic advisers.

Finance Minister Gerhard Stoltenberg has said he will introduce a

set of measures aimed at lowering tax rates in West Germany, but these measures would not take effect until after the national parliamentary elections in early 1987. He has rejected calls to consider changing the timing of the tax cut legislation passed by parliament earlier this year.

Discussions within the IMF surrounding the report have focused on the question of whether the pace of the West Germany recovery, projected by Bonn to show 2.5-percent annual growth for 1985, is sufficient to be self-sustaining should the external stimulus from the U.S. economy fade with a weaker dollar.

Moreover, sources said, West Germany's contribution to growth in the Less Developed Countries has been questioned as being too little at IMF's executive meetings. Mr. Stoltenberg said recently that West Germany will show a 10-percent increase in overall imports this

year, but may lift its intake of imports from the developing world by 16 percent.

The IMF report also points to the need to remove rigidities in the domestic economy, particularly in the labor market. But as one source put it, "If the German government continues to say it takes time to overcome rigidities in the labor market, they are going to have to look for another way to deal with the problem."

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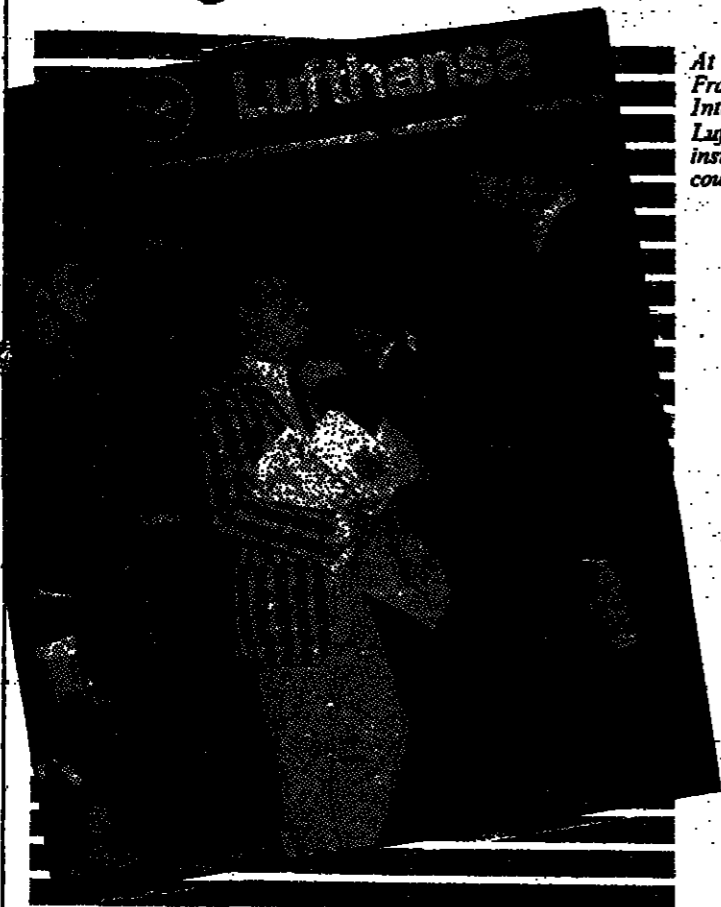
ADVERTISING SECTION

ADVERTISING SECTION

Part One of a two-part section.

A report from the travel  
and duty-free industries to discerning travelers

# VOYAGE



At the Frankfurt Inter-Continental Lufthansa has installed a check-in counter.

## Flight Service Begins in the Hotel Lobby

"It's just about the easiest airport transfer in the world," smiles a very satisfied businessman, starting at his hefty suitcase, case of samples and attaché case being toted by a young bellboy. "Here at the Inter-Continental, the luggage stays with you for merely twenty steps—the distance from the cashier's cage to Lufthansa's check-in desk, which is also located here in the hotel foyer."

The Lufthansa concept of checking in airline passengers in a hotel lobby has been being tested in the Frankfurt Inter-Continental since last February. The passenger turns over his baggage to the airline, can buy and pick up his ticket, gets his boarding pass plus seat assignment and can go directly to the duty-free shops and the departure lounge upon arrival at the airport. Lufthansa takes responsibility for getting the luggage to the plane, and on to its ultimate destination.

Early in 1986, the decision will be made on expanding this Lufthansa service to its clientele, which last year totaled some 7.78 million passengers worldwide. The betting is that hotels in Frankfurt, Munich, Hamburg and Düsseldorf affiliated with Lufthansa will soon be sprouting new ticket offices in their foyers.

Germany's national carrier is obsessed

with upgrading the services it provides to passengers. Next April it has plans to replace its Economy section in European flights with an upgraded service that will match the Business Class services of most other airlines. There is talk of an increase in seat pitch to 34 inches. Claims Lufthansa chairman Heinz Ruhnau: "We are going to have seating comfort which will be in line with the Business Class of our competitors."

These more comfortable seats will mean fewer seats in some planes, a load-factor loss that no profitable airline takes lightly. "There are certain routes where the loss of seats can be compensated for by using larger aircraft or higher frequencies," Ruhnau explains.

No marketing name has yet been given to the new, higher-level Lufthansa service. It is being designed after long and exhaustive researching of the needs of the frequent travelers who are the backbone of Lufthansa's global business. "We have asked our passengers what they want," explains Executive Board Member Frank Beckmann, "and they have told us they don't care who is sitting next to them as long as they are satisfied with what they get. Our share of full-fare passengers is higher than our competitors', and their needs are our priority."

Getting to and from the Frankfurt airport swiftly is always a major passenger

## Duty-Free Buyers Gather in Nice

In the duty-free industry, Merry Christmas greetings sometimes seem to sound loudest in October. That's when the trade's suppliers and buyers gather for their largest annual conference of the year, putting on show the luxury items, the bottles, the gift packs that will flood into duty-free shops worldwide for Christmas and on into the selling year.

For the past dozen years, the annual autumn tax-free show has been held under the auspices of what is considered to be the bible of the business, the publication "International Tax-Free Trader," published in suburban London.

This year, however, things are different. The industry has opted to organize its own show, and the publication has decided not to contest the reorganization, throwing its support behind an exhibition that is being billed as "run by the trade for the trade." It is not for profit, and if the organizers end up with a surplus of funds, the money will be plowed into next year's show.

"Tax Free World '85" is now in full swing in Nice. More than 450 companies are manning stands in the Nice Acropolis. Leggy models are daubing perfume on more than 1,000 representatives from airports, airlines, shipping companies and retail outlets who are prowling up and down aisles of booths trying to decide which brands to stock in the months to come. Tiny bottles of dozens of different liquors are being sampled. Advertising backdrop campaigns are being described and delivery dates discussed. Spread out over 6,000 square meters (7,200 square yards), sellers are wooing buyers on three different levels of the hall.

concern. That's why in 1982 Lufthansa introduced the Airport Express rail link, sending four trains a day between Frankfurt and Düsseldorf, with stops at Bonn and Cologne. Homebound-bound passengers can pick up their luggage at the train stations, having avoided the hassle of carrying it out of the airport and onto the train. Close to 115,000 Lufthansa passengers took the Airport Express last year. If negotiations go well with the German railways, Lufthansa may soon be able to announce an extension of the service to Stuttgart and Nuremberg.

Lufthansa continues to offer its passengers a large selection of reading matter on every flight. This comprises some 200 different newspapers and magazines in German, many titles in English and numerous publications in Japanese, Arabic and other languages. Lufthansa pays 10 million Deutsche marks a year for this reading matter, given away free to passengers. And for sipping while reading, there is an extensive selection of more than 50 different beverages. It all adds up to an annual cargo equal to that carried by a 55-plane fleet of 747 jet freighters.



The massive business of airport duty-free shops (left) started almost four decades ago with a single Irish saleswoman in Shannon (above).

Liquors are the largest category of exhibitors, taking up about 40 percent of the space, with perfumes not far behind. Gift items are featured in about 15 percent of the stands, tobaccos in about half that number.

"It's not just on the exhibition-hall floor that business gets done," says one longtime veteran of the duty-free wars. "These executives are all frequent travelers. So they're seldom all under one roof at one time. If you have something to sell, this exhibition offers a golden opportunity to make an impression on a large number of them without chasing all around the world to do it."

Entertainment is lavish and designed to impress. At previous duty-free trade shows, exhibitors have chartered yachts to moor close to the exhibition hall for on-board entertaining. Vintage railway cars from the Orient Express have been rolled into town especially for a firm to use as an entertainment venue. The Camel Club, sponsored by the cigarette firm, is a late-night rendezvous where many of the delegates wind up after the exhibition's official schedule of events has drawn to a close.

When the delegates aren't trading with one another on the exhibition-hall floor, they may be playing golf in the show's

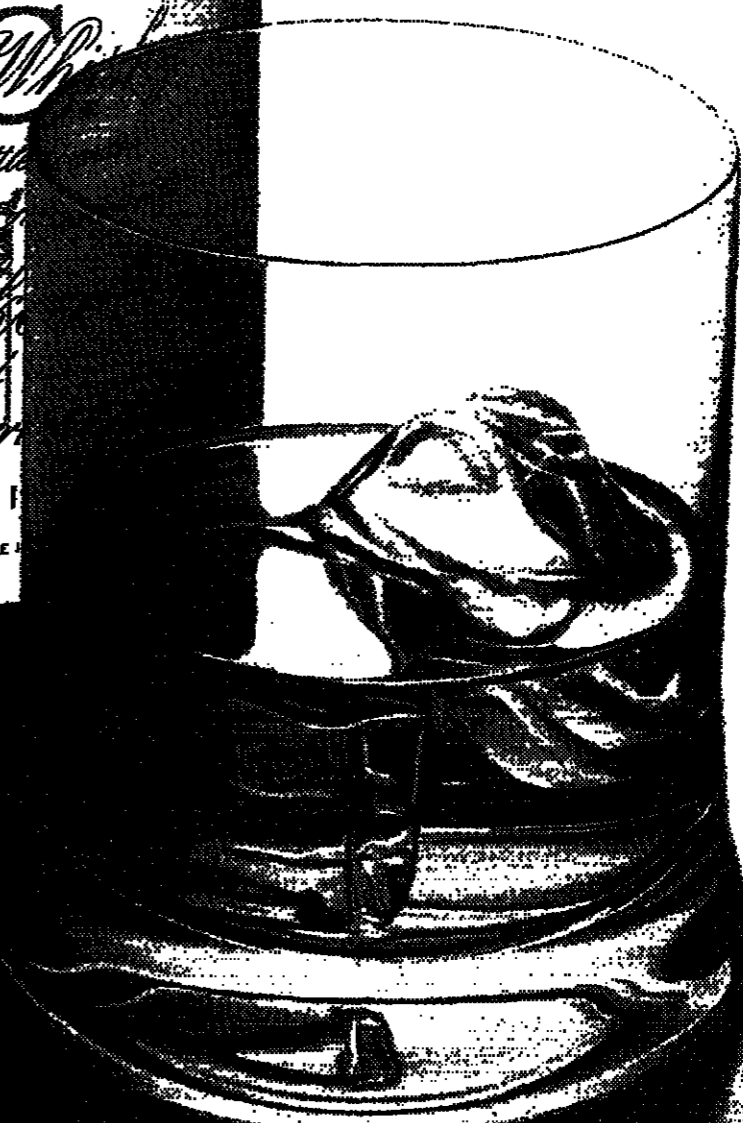
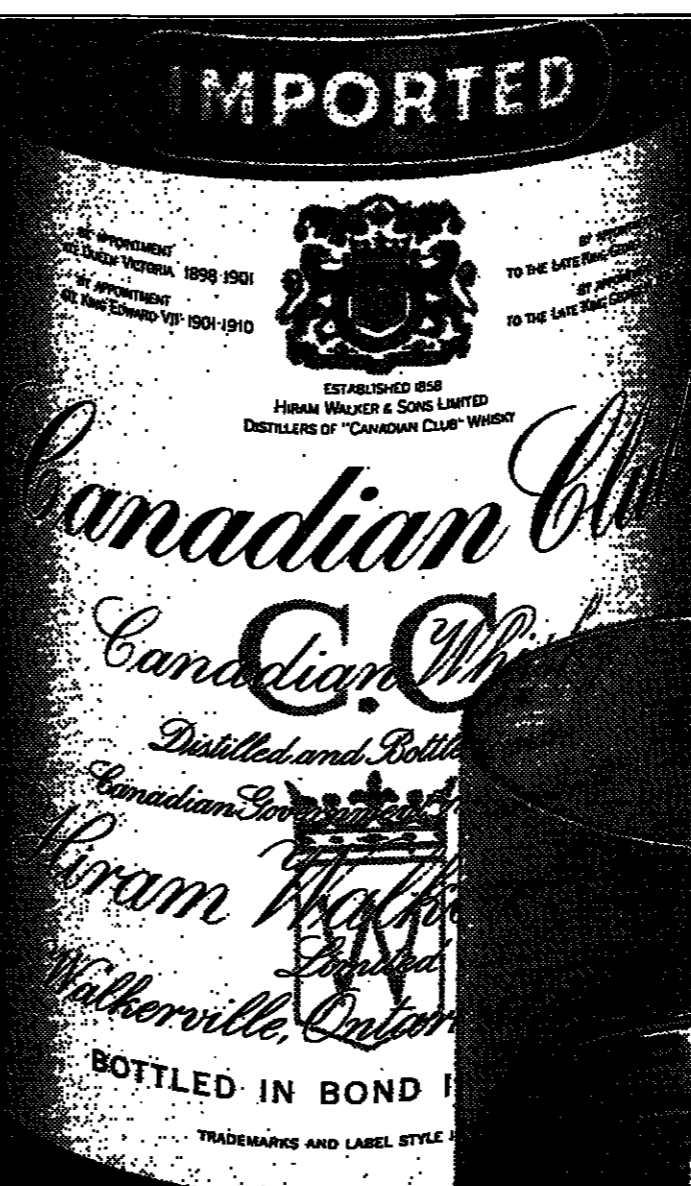
official tournament, picking up prizes at its annual awards ceremony, attending dozens of official and unofficial cocktail parties and participating in an afternoon-long duty-free conference with speakers from British Airways, the O'Hare International duty-free shops and British Caledonian, among others, covering the major issues that confront the duty-free trade today.

It's a big show about a big and growing business. When the exhausted delegates break after their week in Nice, tottering home with suitcases full of product samples, they'll have fixed in their minds what will be offered in duty-free shops this coming Christmas and on into 1986.

## Canadian Club. Lighter than Scotch, smoother than Bourbon.

The smooth and distinctive taste of Canadian Club is appreciated all over the world. Enjoy Canadian Club, neat, on the rocks or mixed to your taste.

Canadian Club. Since 1858.



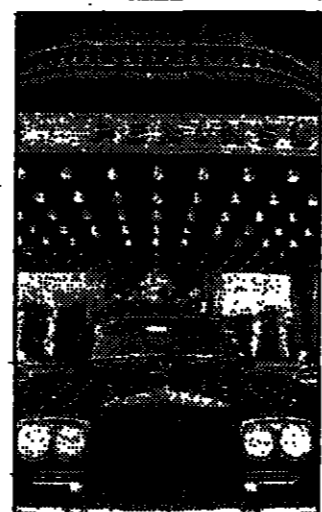
## On the MOVE

Global News from the Travel Industry

For the non-Japanese-speaker, Tokyo is one of the world's toughest cities to navigate. However, the traveler's salvation is the new 132-page "Nissan Guide to Tokyo and Its Environs." The auto-manufacturing giant signed up a team of Tokyo-based foreign correspondents to write the guidebook, and they've crammed in plenty of no-nonsense, down-to-earth advice. Cost is 100 yen plus packing and shipping, and copies may be ordered by writing to: Nissan Guide Clerk, Standard Advertising Inc., Sumitomo Hibiashi Shimabashi Bldg., 1-11 Hamamatsuchu, 1-chome, Minato-ku, Tokyo 105, Japan. Tel. 03 434 8181.



Bangkok's Dusit Thani skyscraper hotel is intent on keeping its business-traveler clientele plugged in. It's the first Thai hotel, indeed one of the first in Asia, to offer guests the use, in their rooms, of Apple II or IBM microcomputers, complete with software. Previously the hotel pioneered in offering guests access to the latest-model facsimile transceiver, which can send copies of documents, engineering drawings and other renderings anywhere in the world instantaneously. For information on the electronic office tools available at the Dusit Thani, telephone Bangkok 233.1138.



Quite a few extras come with the Peninsula Hotel's plush Marco Polo suite, with its two twin bedrooms with bathrooms, its lounge with an unmatched view of Hong Kong's harbor, its dining room and guest powder room. A 24-hour valet service comes with the suite. So does complimentary airport transport (coming and going), plus unlimited personal use of one of the hotel's nine chauffeur-driven Rolls-Royce Silver Shadow IIs. Suite prices, by the way, start at \$1,089 per night plus service and taxes. For reservations at the Peninsula in Hong Kong, or any of the nine other Asian hotels in the Peninsula Group, telephone Hong Kong 3-679111.

For those who have a tough time remembering which airlines are offering which bonus miles for staying in which hotel or dealing with which car rental company, help is now at hand. The Frequent Business Travelers Club has summarized a good many of the complex airline plans in a slender, pocket-sized, 36-page booklet: "Frequent Flyer Bonus Programs." For your free copy, send your business card to: Frequent Business Travelers Club, 9-10 Duddell Street, G.P.O. Box 5814, Hong Kong. Tel. (852) 5-219 111; Telex 65669 FBTC HX.

Just four days ago, Paris's long-awaited Picasso Museum opened its doors. It's a treasure house of 229 of the master's paintings, 137 of his sculptures, 34 paper collages, 85 ceramic pieces and over 3,000 of the prints he created from 1901 until his death in 1973. In addition to his own works is a display of his personal collection: works by Cézanne, Degas, Matisse, Rousseau, Derrain and others, plus some primitive art. The museum is located in the Hotel Solé, 5, rue de Thorigny, in Paris's historic Marais district.

**"Mit einem neuen Superlativ wartet Canon jetzt auf: Der größte Hersteller von Spiegelreflexkameras präsentiert die Canon MC, apostrophiert als 'kleinste Autofokus Kamera der Welt'..."**  
 'Color Foto' in Germany wrote this about the latest compact to come out of Canon.



## Another Successful Year for Germany's Sparkling Wines

The roly-poly god Bacchus sits astride a barrel here in the vaulted cellars of Henkell & Co., makers of the most famous sparkling white wine in the world. A goblet is clutched firmly in the tipsy god's right hand. And these days, it's overflowing with good news for Henkell, which now has established a firm marketing foothold for itself in more than 90 countries.

"After champagne," says Dieter Ballo, Henkell's export manager, "German sparkling whites lead the way in consumer preference. We've carved out this market by working long and hard on duty-free sales in particular. Henkell Trocken, our brand leader, now outsells all other sparkling white wines in the world in duty-free stores."

The term champagne is protected by law in most countries (the United States is a glaring exception). It can only be used to denote French wines bottled in a specific area some 90 miles northeast of Paris around the village of Epernay. So German sparkling whites, bottled just a few hundred miles away and using many of the same techniques, can't legally be termed champagne. They're called *sekt* instead, and Henkell is the un-

challenged brand leader in the global *sekt* market.

Can a drinker tell the difference between a good champagne and a good *sekt* in a blind tasting? "We think our product is every bit as good if not better than champagne," says Ballo. "But you have to hand it to those French wine-makers. They've somehow convinced much of the world that their champagne is in a class all by itself."

Nor that Henkell and the other German makers of *sekt*

spend much time worrying about the French market share. They're too busy turning German grapes into quality bubbly to concern themselves about the competition.

Good wine is usually the product of a strong sense of tradition, and there is plenty of that in the magnificent house of Henkell. The face of Adam Henkell, who led the house through its earliest years until he died in 1836, stares out from a portrait, the huge white cravat of the era making him look

almost like a piece of the vine. Rudolf Henkell, next in line, is pictured in his late-19th-century beard. The company then passed into the hands of Karl and Stefan and finally today's very active Otto Henkell, aged 62.

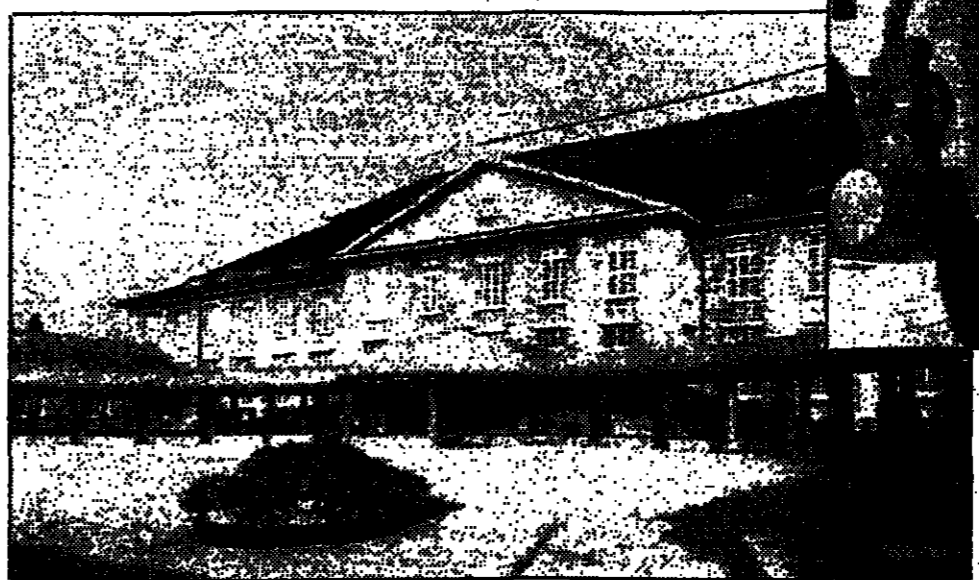
The firm's headquarters is best described as a palace. A vine-trimmed walkway leads visitors into the central hall, a massive two-story room lit by a crystal chandelier. Twin staircases carpeted in blue sweep up to a marble balcony, turning the lobby.

One can imagine Handel or Beethoven playing for a royal court in this room, and indeed Henkell regularly stages something similar. Each year it presents a prestigious series of concerts, ensemble performances,

recitals and plays in this gold-trimmed hall, always to full houses. Naturally, each performance also involves the delight of sampling some of Henkell's products as well.

*Sekt* tastings are encouraged by Henkell, and groups of visitors are regularly shown through the building, learning how Henkell has perfected its 153 years' experience in making fine sparkling white wine. Each tour inevitably ends with a tasting in the huge vaulted cellar of the house, with its massive wine casks. There the visitors meet up with Bacchus astride his barrel. And they, like him, happily hoist a glass.

For details on taking a tour of Henkell, telephone Wiesbaden, West Germany: (061) 21 63 33-50.



Henkell's palace-like Wiesbaden HQ (left) is a home for Bacchus and his casks of wine (above).

# Winners take all.

U.K., Gold Medal, Birmingham, Motor Show, October 1984

France, Prix de la Sécurité, March 1985

Germany, Golden Steering Wheel, November 1984

Ireland, Irish Car of the Year 1984, December 1984

Denmark, Danish Car of the Year 1985, December 1984

Norway, Norwegian Car of the Year 1985, December 1984

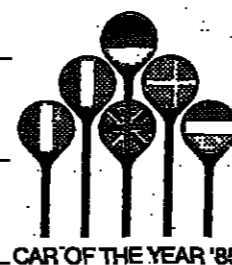
Spain, Import Car of the Year, January, 1985

Spain, Ladies Car of the Year, January, 1985

Belgium, Golden Claxon, January 1985

Italy, La sportiva dell'anno, January 1985

Europe, Car of the Year 1985, November 1984



We were pleased when we won the European "Car of the Year" award for 1985 with our brand new Opel Kadett and Vauxhall Astra models. And we were delighted when we picked up almost all the other major automobile awards this year. Delighted — but not surprised. Because our General Motors Passenger Cars' European market performance this year has demonstrated that Europe's car buyers have been voting for us with their cheque books. In the first half of 1985, General Motors sold more Kadetts and Astras than ever before; in fact, overall, we delivered 30% more cars than the previous year. Opel is the leading make in 5 European markets and a growing number 2 in four more. In the U.K., the Vauxhall marketing thrust continues with another record breaking market achievement. In fact, the GMPCE brands sell better in more markets than any of our competitors. To understand why, call in at any of the 6500 GM dealers in Europe.

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General Motors Passenger Cars in Europe

## Whisky Firm's Contest Prompts 12,000 Entries

"The envelope, please."

That's what Canadian Club will be saying at a London press conference at the end of this month, when it announces the British winners in its unique Uncommon Challenge contest.

"The winners won't get lavish prize money nor expensive trophies," admits Cary Carmell, a spokesman for the firm. "What we'll give them instead is full backing to live out their wildest dreams."

And what dreams. Earlier this year, Canadian Club circulated bar coasters, posters, literature and entry forms to clubs all over Great Britain and Ireland. Humorously, unrealistically, the brochure spelled out the contest: You tell us what fantastic challenge you'd like to tackle. We'll select the most exciting and fund your effort.

"We were deluged with responses," Carmell reports. "More than 12,000 to date. And this is just from Britain and Ireland, two small countries here in northwestern Europe. When Canadian Club takes the challenge globally next year, the number of entrants worldwide could be really staggering."

The entrants entertain wild dreams. John Taylor, a British architect, wants to live the P.G. Wodehouse story "The Long Hole" by driving a golf ball the

length of the British Isles. He estimates "12,000 strokes should be par, give or take a few."

Jim Gavin of West Sussex has founded the Lawn Mower Racing Association, and his speed-mad team hope to stage a grassy grand prix against American mowers in the United States.

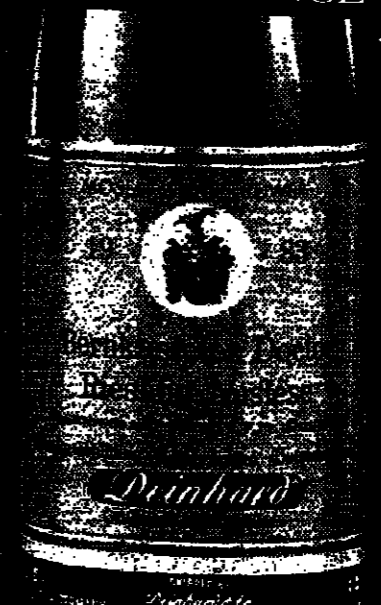
Well-known sporting names have entered, as well as men-in-the-street. Britain's prestigious Leander Boat Club, headquartered at Henley, has asked to send one of its crews rowing across the Hellespont in Turkey, planning not to drown as did the mythical Greek hero who gave the club its name.

Hiram Walker will be investing almost \$200,000 to help its winners live out their fantasies. Dreams don't come cheap. But it will be money well spent for Canadian Club if it builds brand recognition at club and pub. And for the contest winners, it means the adventure of a lifetime.

The British contest is now closed, and entries are being studied. For information on when Canadian Club's Uncommon Challenge Competition may be opening up elsewhere in the world, write: Canadian Club Uncommon Challenge, P.O. Box 41, Blackpool, Lancashire FY1 3LD, England.

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ADVERTISING SECTION

ADVERTISING SECTION



## The Ultimate Home Moviemaker

It weighs approximately two kilos (five pounds), runs on everything from a car battery to the household main, focuses automatically and threatens to turn an entire generation of business executives into do-it-yourself Hitchcocks and Fellinis.

The just-introduced Canon VM-E1 — trade-named the Canovision 8 — is everyman's hand-held videotape camera, a device that uses a computer to analyze lighting and select lens openings and an infrared beam to determine focus. All the holder has to do is load, aim and shoot, with the result: brilliantly clear, well-focused color video.

Every executive on the road has had the experience of hearing a testimonial from a satisfied customer that he wished he could record on tape for marketing re-use. Or has seen a hitch in the manufacturing process which, if it could have been

recorded on tape for replay, would have been easy to solve. Or has seen customer reaction at the point of sale which, if captured on tape, could become the lead-in to a valuable sales training film. Now, capturing each of these moments on color tape is possible, thanks to Canon's easy-to-carry video camera. It may become as much a part of an executive's travel gear as a well-bartered attaché case.

This remarkable new all-in-one device is, in essence, both a zoom-lens television camera and a VCR. The new 8mm cassette it takes is hardly bigger than the one used in a car stereo, yet for up to 180 minutes it records in unmatchable clarity of color. An array of buttons on the side of the camera permits an instant review of the last five seconds of each shot, and whole segments can be rewound and viewed instantly through the camera's viewfinder. No need to send film to a lab for processing.

When staff or family viewings are desired, it's possible to plug the camera right into the back of an ordinary television set and project the tape immediately.

Along with the normal accessory kit bag of long and wide-angled converters and assorted filters, Canon offers the CG-E1 Character Generator, essentially an electronic title creator. The camera operator can print directly onto the tape everything from a title frame to captions to the end as the tape draws to a close.

"It's the ultimate home-moviemaking device," observes Canon's Yasunori Morimoto. "It gives the customer a great case of use, coupled with portability and excellent results. In short, we think it's a smashing product, a real winner in every sense."

Your local photography shop should have the Canovision 8 in stock before Christmas.

## Air and Sea Passengers Making German Chateau Wines Duty-Free Favorites



"If you want to meet the man who launched all this," says Carl Tintelnot, export marketing manager for Deinhard & Co., producer of some of Germany's finest wines, "you'll have to go to Nuremberg. He was a 17th-century wine merchant named Hanns-Christof Deinhard, and you'll find his portrait, wineglass clutched to his bosom, in a museum there."

"His descendant, Johann Friedrich Deinhard, came here to Koblenz to start a wine business in 1794, and even though he was only 22, he succeeded. Deinhard has been in wine ever since."

Sure enough, the bearded, velvet-robed Hanns-Christof does peer out at the world from a wall in Nuremberg. The company that carries his name has levered itself up into the top rungs of international wine-making over the past 191 years. The firm is still family-owned and still ages much of its wine in vats three stories below the simple green-and-white offices facing a town square quite logically called Deinhardplatz after Koblenz's most widely distributed product.

"Size is not important to us," Tintelnot explains. "We're not the biggest wine producers in Germany. But we've become



(Above) Deinhard's historic headquarters in Koblenz.

(Left) Portrait of Hanns-Christof Deinhard, founder of the wine dynasty.

Increasingly pouring Deinhard into passengers' glasses, Lufthansa, Air Canada and Northwest Orient are serving the Lila, Pan Am, American Airlines, British Airways, Cathay Pacific, Eastern, Varig and CP Air dispense Deinhard Rieslings.

Deinhard's success story in the air is matched in duty-free shops on the ground. "A few years ago," says Tintelnot, "you couldn't find wine in any airport or shipboard duty-free shops. They sold spirits, liqueurs, brandies only. But that's all changed now. Virtually all the major duty-free shops stock fine wines, and it's possible to buy them at considerable savings."

"We know the frequent flier has the taste and the pocketbook to appreciate and order fine wines. And their numbers are increasing all the time—up 40 percent in the past five years—which means they're a market we can't afford to ignore."

famous for the chateau quality of our fine wines, which match the French in every respect. We own some of the finest vineyards in Germany, which help to ensure great vintages each year. More important, we've been exporting fine wines longer than most other German firms. In 1835, our firm sent its first rep to England, and he came back with £500 in orders, an unprecedented sale. Now we're selling to more than 80 countries, and year by year our export totals grow as the world sharpens its appreciation for fine wines."

The world's airlines are in-

There's another important global trend which has benefited German wines," Tintelnot continues. "The consumer increasingly wants a wine that is light and low in alcoholic content — the perfect description of a good German wine."

Deinhard has explored the cruise-line market with considerable success, and more than a few ocean liners cast off these days with their liquor lockers crammed with cases of Deinhard Green Label, Moselle, Berich Bernkastel, Liebfraumilch and Riesling Kabinett. "We're also very interested in the U.S. military market and run a constant series of promotions in the GI stores — tastings, shelf-talkers, neck tags around the bottles — to explain German wines to these customers and indicate what foods each wine most enhances. The same with

the diplomatic corps in Germany. Word-of-mouth in the business is still unbeatable advertising."

For those interested in learning more about the lively lore of German wines, a visit to Deinhard's home head office in the center of Koblenz is highly advised. Johann Friedrich's original wine cellars have been immaculately maintained, and there one can see not only the more ancient methods of processing the grape, but also some of the modern techniques that have permitted Deinhard to steadily increase its annual wine storage and aging capacity to its present 25 million liters (6.5 million gallons).

Visits to Deinhard's cellars and archives are encouraged for details on opening hours, telephone Koblenz (0261) 1040.

## ALL'S WELL THAT BEGINS WELL

The excellence of Beefeater Gin springs initially from the water.

In fact from the Burrough family's own artesian well, a mere mile or so away from the Houses of Parliament.

It is the singular quality of this water that is so important to the distillation of really fine London Dry Gin.

And a vital ingredient in the original recipe passed down by James Burrough in 1820. Upon which, you could say, Beefeater's success has been... well-founded.



THE GIN OF ENGLAND

## HENKELI TROCKEN

## Luxury you should afford.

Vodka Sibirskaya — a fine, mild and smooth vodka made out of vigorous grain and soft, untroubled water. Crystalline and soft. Among the generous Russian vodkas it is really the most generous one: Sibirskaya. The vodka for connoisseurs. Try it — there will be no more taste and

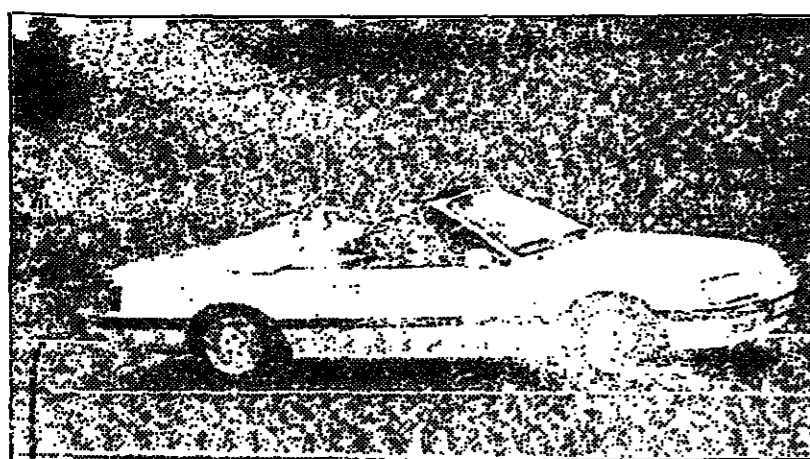
Only vodka from Russia is genuine Russian vodka.

FLODINEX

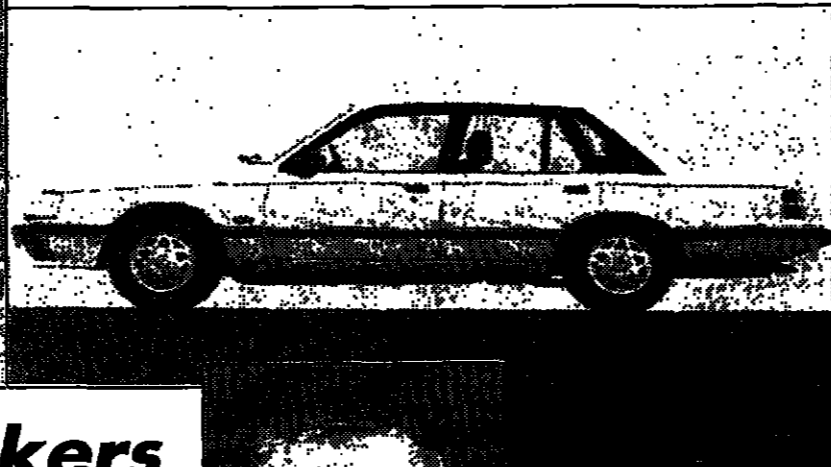


## ADVERTISING SECTION

## ADVERTISING SECTION



The sporty Opel Monza (left) and sleek Senator (below) are highly ranked by tax-free car buyers.



## Cars for Decision Makers

When the frequent airplane traveler gets his or her feet on the ground, those feet are soon headed for another form of modern transportation — the automobile. Reflecting the frequent traveler's lifestyle, that car is most likely "a high-priced vehicle at the luxury level, with power status and prestige."

That description comes from John G. Bagshaw, executive director for European car sales and board member of Adam Opel AG, General Motors' German-based subsidiary. Bagshaw is describing the Senator and Monza, Opel's top-of-the-line models, which in Britain are sold by Vauxhall.

The Senator was introduced in the late 1970s as Opel's flagship in the upper price and performance class, with the Monza as its sports-car version. Although Opel is primarily a volume car maker, the company has traditionally included luxury cars in its range.

Currently, the Senator is available with 2.2-, 2.5- and 3-liter gasoline and 2.3-liter TD diesel engines. They are all available with 5-speed manual transmission or Opel 4-speed automatic. The 2.2-liter version also comes with a 4-speed manual transmission. The 3-liter model is capable of speeds of 210 kilometers (130 miles) per hour. The 2.2-liter and diesel Senators are equipped with four-cylinder engines, the 2.5- and 3-liter models with six cylinders.

Opel expanded its luxury line to include four-cylinder models because of a trend clearly noticeable by 1983: six-cylinder cars were no longer considered the sole prestige symbol. In 1979, 49 percent of all newly registered large-class cars in Germany were equipped with six-cylinder engines. By 1981, this applied to only 35 percent. The Monza comes with 2.2-, 2.5- and 3-liter gasoline engines.

The 2.2-liter version has four cylinders, the others six. The same variety of transmissions is available. The 3-liter Monza is capable of speeds up to 215 kilometers (135 miles) per hour.

Opel describes the Senator and the Monza as cars that "combine dynamic driving pleasure with reasonable costs of operation and a high level of safety and comfort. Reserved elegance distinguishes their appearance."

"The luxury vehicle accounts for only 7 percent of all car sales in the industry," Bagshaw said in his office at Opel headquarters in Rüsselsheim, West Germany. "Opel is really a mass-market vehicle, so luxury cars tend to be a fringe for us."

"It is the car purchased by opinion leaders, by the young and upcoming, and they influence the purchases of company fleet vehicles and family second cars. If they have a successful



John Bagshaw heads Opel in Rüsselsheim.

experience with a Senator or a Monza, they will buy Opels for their company or as a second car for themselves. There will be a flow-on effect."

Being able to influence fleet-car sales is especially important in Britain, where 7 percent of all new-car sales are for company fleets. Many British firms provide key employees with a company car and other perks, because they are more desirable

than highly taxable cash salary increases.

"Most employers allow a certain product choice within price classes," Bagshaw notes. "So the trick is to get an appropriate product in these price classes. There is a pecking order, just like the English class system."

He adds: "You must treat the eligible employees like retail customers. They are not interested in discounts or low-cost financing, although your starting offer must be attractive."

The eligible employees get their firm's list, which shows them what they are entitled to. But they also are exposed to advertising, like every other car buyer. "As the time draws close to when they may order their next fleet car, they start to read the auto advertising," he says.

But neither the company's fleet list nor auto advertising

may address what Bagshaw calls the "wish list."

While he headed car sales at Vauxhall before being transferred to Germany in 1983, Bagshaw launched market research on what the eligible employees really want. It turned out that traveling salesmen and others who did a lot of driving on business had specific desires. Here are some of them: a heated rear window (because an ice-cold rear window delays them in the morning and fouls up their schedule); a passenger-seat door mirror as an added safety factor for highway driving (and they do a lot of highway driving); a cassette player (so they don't have to fiddle around with the radio dial each time they drive out of a station's broadcasting range).

Influences toward the purchase of a car come from many sources. Recently, the Austrian-born sales director heard them from the back seat of his Senator. His 9-year-old daughter did not like his plans to switch to a Monza. "She told me that she gets a better back-seat view from the Senator," he says. "Since German law requires her to sit in the back seat, she protested about any change."

When all these individual "wish lists" are multiplied by 16 countries, marketing takes on a kaleidoscopic effect. "The whole mix is a constantly moving target," he observes. "Customers' attitudes and expectations change."

Pinning the needs and fantasies of market segments is called niche marketing. "Niche marketing started with the whole trim-level thing," Bagshaw says, referring to extras such as special upholstery or door coverings. He points out that the bottom-of-the-line Corsa (Nova in Britain), a compact made in Spain, "can be up-marketed" in its trim level to the medium-price level of the Kadett (Astra in Britain), which is next up the line in the model range.

When the Monza GSE was introduced, its higher trim level was one of the main differences from other Monza versions. The GSE's trims include a leather steering wheel, board computer and Recaro seats in front. The GSE also has modified suspension for improved steering and road-holding ability and an additional rear spoiler for better aerodynamics.

The new Opel Kadett, introduced last autumn, was named Car of the Year 1983 by a jury of 51 auto journalists from 16 European countries. In the first half of this year, total sales for the new model, including its sister model, the Vauxhall Astra, improved by about 25 percent to take almost 13 percent of the European lower mid-size class. The largest market for the Kadett is Germany, where in the first half of this year the car held almost 23 percent of the market for its class. In the Netherlands, where Opel has been the leading make for 16 consecutive years, Kadett sales rose by more than 75 percent in the same period. In France, it was 85 percent.

## in the SHOPS

News from the Duty-Free Trade

Steve Cauthen is the young American jockey who has become king of racing in Britain. Fittingly, the Kentucky producer of Maker's Mark, which bills itself as "the most sought-after whiskey in the world," recently bestowed its "Maker's Mark Award" on Steve. Heading the advice "If you drink, don't drive," Steve took the piggyback route home, waving a bottle to remind shoppers that Maker's Mark (of which only 19 barrels a day are produced) is now on sale at major duty-free and tax-free shops.



Look out, Schiphol, Kastrup is taking aim at you. Casting envious eyes at the huge duty-free turnover in Schiphol airport's shops, Kastrup, the Copenhagen airport, is embarked on a \$8.6 million expansion program to double the size of the transit-hall shopping center, and increasing the variety of merchandise. A consortium of the Scandinavian Airlines System, the Danish domestic airline, and a number of shop owners is financing the scheme, dubbed Gateway Europe. The consortium has slashed certain duty-free prices to undercut the competition: scotch reduced from \$18 to \$13, vodka from \$7 to \$4 and perfume from \$54 to \$25.

One of the big hits of the duty-free trade show in Bangkok earlier this year was the introduction of Long John International's Royal Choice 21-year-old Scotch whisky. The new packaging is dramatic, making the whisky a very impressive gift item. It is now bottled in an attractive and luxurious Spode royal-blue ceramic decanter, specially created for the distillers. The decanter is finished in gold and comes in a blue suede box lined with gold silk.

The Parker Pen Co. has been selling a quality line of writing instruments in duty-free shops and overseas markets longer than most of its competitors. Along the way the firm has amassed considerable expertise in doing business abroad, which it has condensed into a useful report, "The Tower of Babel." The study analyzes the use (and misuse) of American English in international trade, warning against slang ("down the tubes"), sports jargon ("ballpark figures"), baby talk ("have to go to the little boys' room"), long-winded sentences and too-



swift speech when dealing with various nationalities. Copies are available at \$5 from: Public Relations Department, The Parker Pen Co., P.O. Box 1616, Janesville, WI 53547, U.S.A. Tel.: (608) 755-7000.

Bon Voyage is compiled by Arturo Gonzales, Director of Communications, International Herald Tribune. The second part of this section appears in tomorrow's paper.



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Germany's 'Foto-Magazin' leaves us with nothing else to say.



Canon T70  
European camera of the year '84.



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هكذا من الاصل

## BUSINESS ROUNDUP

## Beatrice Cos. Plans Sale Of Avis, 3 Other Units

**The Associated Press**  
CHICAGO — Beatrice Cos. said Tuesday that it plans to sell four businesses, including its Avis car-rental unit, as it continues to pare the debt from its 1984 acquisition of Esmark Inc.

Avis, the second largest U.S. car-rental agency after Hertz, earned \$68 million for Beatrice in the second quarter. Included in the offer are Avis Rent-A-Car, Avis Rent-A-Truck International and Avis Leasing.

Beatrice said it also plans to sell Danskin, a maker of lozards and tights, Pennaco Hosiery, and International Jensen.

The four companies represent annual sales of about \$1.1 billion, Beatrice said. In the fiscal year that ended last February Beatrice earned \$479 million on sales of \$12.5 billion.

"Following a thorough review of

our businesses, I believe shareholder value will be enhanced most by the disposition of Avis, Danskin, Pennaco and International Jensen," said William W. Granger Jr., the company's chairman. "It is clear that these operations either don't fit our long-term focus on food and consumer products, or will not meet our financial performance requirements."

He said the company would consider selling Avis either in whole or in parts.

Beatrice already has sold several of its businesses for \$1.7 billion to reduce the debt incurred in its \$2.7-billion acquisition of Esmark in August 1984.

Before it was absorbed by Beatrice, Esmark was a diversified holding company for such units as Hunt-Wesson Foods, Swift & Co., STP Corp. and Avis.

## British Caledonian Quits Airline Body

**The Associated Press**  
LONDON — British Caledonian Airways broke away Tuesday from a 20-member group of European airlines to protest what it said was a lack of willingness to lower air fares and increase competition.

British Caledonian, which calls itself the only privately owned airline in Europe, said it has lost hope that it could make progress toward more competition in air travel through membership in the policy-making body of the Association of European Airlines.

"It is quite clear that some of the big European airlines dominating AEA have no wish to see liberal policies on air fares and airline competition," said the managing director, David Colman. He said the airline would try to go it alone in introducing new fares. Air fares normally are set by agreements between the two countries in which the flight originates and ends.

## COMPANY NOTES

Apple Computer Inc. said it has reduced the price of several products, including its Apple IIC personal computer, in time for the Christmas holiday season.

BankAmerica Corp. has won dismissal of a lawsuit in federal court in San Francisco accusing the bank of negligence in an alleged mortgage securities fraud that cost the bank \$95 million.

British Aerospace PLC has signed a contract to sell helicopter-borne anti-air missiles to Brazil, defense industry sources said. They said the Sea Skewer missiles would be fitted on its Lynx helicopters, but did not give terms.

Cockerill Sambre SA, the Belgian steelmaker, should break even or make a small profit in 1987, according to the company's outgoing chief executive, Jean Gandois. A spokesman said the company expected to report a loss of 2 billion Belgian francs (\$37.1 million) next year and up to 6 billion francs this year.

ComputerLand Corp., the largest U.S. computer-retailing chain, has named Edward Faber, the vice chairman, to replace William Millard as chief executive. Mr. Millard and his daughter, Barbara, the president and chief operating officer, resigned following discontent among some franchise owners.

Ford Motor Co. announced

## Employees Buy 7 Ogdens Units

**The Associated Press**  
NEW YORK — Avondale Industries Inc. said Tuesday that it had completed its \$375-million purchase of seven Ogdens Corp. companies that include the troubled Avondale Shipyards.

Avondale, a new company created and owned by former Ogdens employees, now owns divisions that reported 1984 sales of about \$1.2 billion and gross pre-tax profits of just under \$37 million. Ogdens, based in New York, will concentrate on food production and on solid waste disposal systems.

A federal investigation of alleged kickbacks, fraud and inflated contracts with the U.S. Navy and other Avondale Shipyard customers has resulted in more than two dozen indictments and 12 guilty pleas.

plans to cut manufacturing costs on 1986 model cars by eliminating some options packages.

GAF Corp. said the Justice Department has requested further information on its request to increase its holdings in Union Carbide Corp. to 15 percent from 9.9 percent.

General Electric Co. of the United States is likely to reduce its Singapore work force by 1,500 to 2,000 following a decision to move some of its operations to Malaysia, the newspaper Business Times said.

Hanson Trust PLC plans to continue to seek control of SCM Corp., following a U.S. appeals court's reversal of a ruling that Hanson had failed to comply with disclosure rules. Hanson said it controlled 27.5 percent of SCM stock.

Hongkong & Shanghai Banking Corp. said it has agreed to sell its office and branch space in the China Building to Hutchison Whampoa Ltd. for 458 million Hong Kong dollars (\$59.5 million).

Laura Ashley, the fashion and furnishings group, is to be quoted in the London Stock Exchange quotation by the end of this year.

Mitsui Osk Lines Ltd. said it planned to build three container ships, each with a capacity of 2,500 containers, to expand its liner services on trans-Pacific routes.

## THE EUROMARKETS

## First Eurolira Issue Provides Major Attraction of the Day

**By Christopher Pizzey**  
**Reuters**

LONDON — The introduction of the Eurobond market's first issue denominated in lire was the feature of an otherwise quiet market here Tuesday, dealers said.

As expected, the first borrower in this sector was the European Investment Bank. The 100-billion-lire bond issue pays 13 1/2 percent a year over five years and was priced at par.

It was lead-managed by Istituto Bancario San Paolo di Torino's London branch and quoted on the market at a discount of about 3/4, well within the 1 1/2-percent selling concession and total fees of 1 1/2 percent. Initial reaction from dealers was that the issue should go well, especially because it is the first in lire and is for a known and respected name in the market.

The day's other main issue in the primary market was a \$250-million floating-rate-note issue with warrants exercisable into a 6 1/2-percent straight Deutsche mark issue. The note was issued by Credit Commercial de France on its own behalf.

The note matures in early 1994 and the first interest payment is 4 basis points over the three-month London interbank offered rate. Payment then switches to 4 basis points over six-month Libor.

Trading ex-warrants, the note was quoted at about 99.98 1/2, inside the 3-basis-point selling concession, while the warrants were quoted at about \$3, well outside their \$45 price.

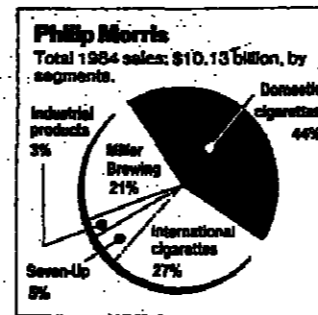
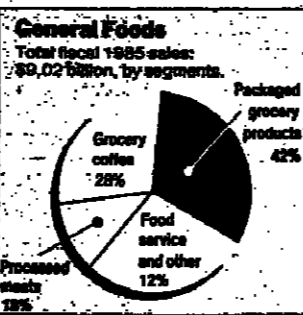
Dealers noted that a busy day for new issues in West Germany saw Commerzbank AG launch a 500-million-DM capped floater for its Commerzbank Overseas Finance NV unit, which ended the day in London at about 100.03, over its issue price of par.

Secondary-market prices in the

floating-rate-note sector generally finished unchanged, with trading restricted to light professional book-squaring, dealers said.

Activity in the dollar-straight sector was also limited, with prices showing mixed movements of 1/4 point where changed, dealers added.

The Japanese convertible sector was again active, although the overall trend was mixed with some of the issues that have soared recently attracting a little profit-taking, dealers said. For example, the 4 1/2-percent bond for Mitsubishi Heavy Industries Ltd. was off some 5 points at 201.



## 2 Philip Morris Officials Got \$6 Billion by Phone

**By Leslie Wayne**  
**New York Times Service**

NEW YORK — The takeover by Philip Morris Co. of General Foods Corp. is being financed by a carefully crafted \$6-billion package involving loans from 17 U.S. banks and 29 international institutions, which was put together in less than a week by two Philip Morris executives using the telephone.

The pair operated in deepest secrecy. They were not told the identity of the target company, which had been given the code name Brew.

The details of their work came into public view when the Philip Morris and General Foods boards approved the merger that had been announced last Friday, and a proxy statement on the merger was filed with the Securities and Exchange Commission. Philip Morris is offering \$120 a share, and is set to pay General Foods shareholders between Oct. 22 and Oct. 28.

The credit facility arranged by Philip Morris is composed primarily of overseas banks and includes a variety of interest-rate options that will determine how much Philip Morris pays for the large borrowings. Hans G. Storr, chief financial officer at Philip Morris, said the large number of overseas banks reflected a reluctance by many U.S. banks to lend when the identity of the takeover target was unknown and when they were uncertain whether the takeover was hostile.

In all, 60 banks were approached by Philip Morris during last week's blitz, although the company had informally contacted many of them weeks earlier. The telephone calls to determine the ultimate lenders began the night of Sept. 23, after the Philip Morris board decided to set its sights on General Foods.

"There was nothing normal about last week in our offices," Mr. Storr said. He said the code name Brew was selected because Sanka and Maxwell House brand coffees are among the major General Foods products. Any hint of a takeover would have caused a jump in the price of General Foods shares, which could have forced Philip Morris to increase its bid.

In fact, rumors of a General Foods takeover did help its stock climb steeply last week, when it rose \$27.25 to close at \$110.25. Then General Foods Monday

moved to \$118.375 on the New York Stock Exchange, up \$8.125, and ended unchanged Tuesday.

The two executives who made the actual telephone calls to banks were George Lewis, the company's treasurer, and Meryellen Johnson, the company's assistant treasurer.

The first banks approached were those that previously had done business with Philip Morris, including its main commercial bank, Citibank, which became the lead bank in the deal.

"We are borrowing in dollars and they are lending in dollars," Mr. Storr said. "This deal does not bring in any foreign currency so it has no effect on strengthening or weakening the dollar. Some countries, like Japan, have huge trade surpluses with the United States and they have more dollars than they know what to do with. That's one of the reasons why it is relatively easy to get dollars from foreign banks."

Philip Morris has a choice of three options in determining the interest rate it will pay:

• A higher of either a rate set by the banks or a rate keyed to the average of three-month secondary certificates of deposit.

• A rate slightly higher than the London interbank offered rate, which is the rate banks charge each other for money.

• A rate that is slightly higher than a rate similar to the prime rate.

The package is structured so that Philip Morris can choose the least costly option, and it provides for the individual banks to engage in competitive bidding before any money is actually lent.

Philip Morris expects to borrow about \$5 billion of the \$6 billion the banks are making available. It will have to pay out about \$5.75 million to shareholders in the six days between Oct. 22 and Oct. 28.

Given the large amount of debt undertaken to finance the takeover, the company's credit rating will probably be lowered, according to Mr. Storr.

## Canadian Output Increases

**Reuters**

OTTAWA — Canadian seasonally adjusted industrial production rose 1.9 percent in July after a 1.5-percent increase in June, Statistics Canada said Tuesday.

## CURRENCY MARKETS

## Dollar Falls Sharply in U.S. on Fears of Bank Intervention

**The Associated Press**  
NEW YORK — The dollar staged a sharp retreat Tuesday in late New York trading, falling to its lowest level in more than 17 months against some major currencies.

The dollar's U.S. slide followed a mixed showing earlier in Japan and Europe and was attributed to renewed fears of further central bank intervention against the U.S. currency. The Federal Reserve Board said its index of the dollar's value against the currencies of 10 other industrial nations dropped 1.56 percent Tuesday to its lowest level since April 18, 1984.

Typical of the dollar's showing was its performance against the Japanese yen. As trading began in Tokyo, the dollar declined to 216.75 yen from Monday's 217.05 yen. Later in London, the dollar closed at 214.15 yen, its lowest rate since May 1981. It was more than three yen down from its 217.35 opening on Tuesday and two yen down from its level of 216.15 at Monday's close. By the end of the trading day in the United States, the dollar had plunged further to 213.60 yen from 216.25 yen late Monday. It was the dollar's lowest rate against the yen in U.S. trading since March 1981.

James McGroarty, a vice president at Discount Corp. of New York, attributed the dollar's decline to rumors that the Fed had entered the market in an attempt to hold down the currency.

## 13 Foreign Banks Apply to Sweden

**Reuters**

STOCKHOLM — Thirteen foreign banks have applied for permission to operate in Sweden when a law allowing them to set up subsidiaries here comes into effect next year, the bank inspection board said Tuesday.

A board spokesman said 11 applications had been received and two other banks had said they would apply before the deadline for the first round of applications expired on Tuesday afternoon. Foreign banks may apply to set up subsidiaries, not branches, with a minimum share capital of 25 million kronor (\$3 million).

The spokesman named the applicants as Banque Nationale de Paris, Banque Indosuez, Banque Paribas, Credit Lyonnais and Societe Generale, all of France; Kansallis Osake Pankki, Okobank and Postipankki, of Finland; Citibank and Manufacturers Hanover Trust Co., both of the United States; Christiana Bank AG, Creditkassa and Den Norske Creditbank, of Norway; and Algemene Bank Nederland NV of the Netherlands.

## Moët-Hennessy

MOËT-HENNESSY REPORTS STRONG INCREASE IN 1985 FIRST HALF RESULTS

Unaudited results of Moët-Hennessy showed pre-tax income for the six months ended June 30, 1985 of 563 million French francs, up 40% from 1984 first half results. Sales totaled 3,420 million French francs, an increase of 20% from the 1984 first half. When converted to US Dollars at the June 30, 1985 rate of 9.23 French francs to the dollar, first half results translate to sales of \$375.5 million and pre-tax income of \$61.0 million. Mr. Alain Chevalier, Chairman and chief executive officer, said, "these excellent results exceeded our projections and reflect continued profitability improvement in all divisions."

"Third quarter sales appear to confirm that the momentum of the first half is continuing," Mr. Chevalier commented. "Excluding exceptional events" he concluded, "Moët-Hennessy is well positioned to meet its 1985 projections: a pre-tax income gain slightly higher than 25% and a sales increase close to 20%."

In the champagne and wine division, pre-tax income for the 1985 first half rose 35% to 246 million French francs, while sales increased 20% to 1,364 million French francs. As a result of a severe freeze last winter, this year's grape supply is expected to be about 50% less than normal. However, a two-year-old industry reserve policy will enable producers to maintain inventory levels by using wines set aside from previous years. In the cognac and spirits division, a pre-tax income for the 1985 first half increased 35% to 280 million French francs, while sales increased 26% to 1,169 million French francs. In addition to margin improvements and favorable currency impact, first half 1985 results improved due to shipment increases of 12.4% for champagne and 11.2% for cognac.

The perfume and beauty products division reported the highest increase in profits within the Group. Pre-tax income was 91 million French francs, record 56% increase over the 1984 first half. Sales increased 13% over 1984 to 794 million French francs.

"This exceptional improvement," Mr. Chevalier said, "occurred primarily because of the return to profitability of RoC Laboratories. In addition, Christian Dior Perfumes reported a 12% increase in pre-tax profits despite high expenses associated with launching the new Christian Dior fragrance, 'Poison,' which has generated orders to date beyond our most optimistic projections."

In the horticulture division, Armstrong Roses of Somis, California reported a loss of \$2.3 million on sales of \$9.7 million. This represents a significant reduction of losses compared to 1984, and results from a reorganization of the division now underway.

Moët-Hennessy is an international company engaged in the worldwide production and distribution of prestige consumer products. Its well known brands include: Moët et Chandon and Dom Pérignon Champagnes, Hennessy cognac and Christian Dior perfumes. Moët-Hennessy U.S. Corporation, which represents one-third of total sales, includes the operations of Schieffelin & Co., a leading distributor of wines and spirits, the Domaine Chandon and Simi Winery in California, and Armstrong Roses, also in California.

Moët-Hennessy shares are listed on the Paris Bourse and the most recent share price quoted on the Paris Bourse was 1,899 French francs. This is the equivalent of \$229.9 at the September 24th exchange rate of 8.26 French francs to the dollar.

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كندا من اجل

## Saberhagen Wins 20th Game of Year As Royals Pull Into Tie With Angels

The Associated Press

KANSAS CITY, Missouri — Walking Doug DeCinces to bring up Reggie Saberhagen with two out in the ninth inning was not exactly "Brer Saberhagen's plan of attack." Striking out on three straight pitches didn't figure in Jackson's plans, either.

But those were the final two victims in a high-tension drama

### BASEBALL ROUNDUP

here Monday night that saw the Kansas City Royals end an untimely three-game losing skid by beating California, 3-1, and pull back into a tie for first place with the Angels in the American League's Western Division.

"Reggie made it kind of exciting

there at the end, didn't he?" Saberhagen said with a smile. Becoming the fifth-youngest pitcher ever to win 20 games in a season, the 21-year-old right-hander made the California slugger his 10th strike-out victim of the night.

Jackson, who had driven a Saberhagen pitch to the warning rack in right field his previous at-bat, did not take a swing. "The first two strikes he threw me were perfect pitches," he said. "Hard, live pitches. I thought the last one might have been a ball, but I don't get involved in those decisions. He was pitching as hard in the last inning as he was in the first."

Saberhagen (20-6) dined John Candelaria throughout on nearly even terms. DeCinces hit a home run in the second for a 1-0 lead. George Brett, apparently shaking off a September slump that dropped his average more than 25 points, blasted a mammoth fourth-inning shot over the right-field fence for a 1-1 tie.

In the seventh, Jim Sundberg, a Candelaria pitch over the wall in dead center for a 2-1 lead — which went to 3-1 in the eighth, when Willie Wilson tripled and rode home on Brett's sacrifice fly.

Sundberg's homer set a season record of 147 for the Royals, who have abandoned the punch-and-judgy attack that marked their winning teams of the late 1970s. Brett described the club's attitude as "a bonfire burning."

Saberhagen admitted to having had pre-game butterflies. "It was real nervous," he said. His teammates were saying to him, "Don't worry. You've got to win this game but don't worry."

Plenty of value remains in baseball's closest pennant race. The Angels play three more with the Royals before closing out their season with three in Texas. Kansas City, the only one of the 1984 division champions with a chance to repeat, stays home to finish with three against Oakland.

Twins 7, White Sox 1: In Minneapolis, Bert Blyleven pitched a five-hitter and Kent Hrbek scored the go-ahead run in the third, when Chicago catcher Carlton Fisk dropped the ball for an error. Kirby Puckett went 4-for-4 and Dave Engle added a three-run homer in support of Blyleven, who struck out seven and completed his major-league high 234 game of the year.

With the score tied 1-1, in the third, Hrbek's smash off Britt Burns went for a triple. Shortstop Ozzie Guillen took the relay and threw home in plenty of time to get Hrbek, trying for an inside-the-park homer, but Fisk dropped the ball attempting to make the tag.

Rangers 5, A's 3: In Arlington, Texas, Jeff Russell struck out a season-high eight and scattered six hits during his eight innings to lead Texas past Oakland.

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Bret Saberhagen  
"Kind of exciting there at the end."

Giants 4, Reds 3: In San Francisco, Dan Gladden's two-out ninth-inning RBI single off reliever Ted Power gave the Giants their decision over Cincinnati.

Manito Soto, making his first appearance since Sept. 13 because of injuries, allowed only three hits and struck out 14 in seven innings, but the Reds got only three hits of their own and failed to gain ground on Los Angeles. San Francisco ended a five-game losing skid.

Braves 6, Astros 3: In Houston, Dale Murphy's 11th-inning single drove in the go-ahead run and Claudell Washington added a two-run homer to seal Atlanta's victory.

Pitch-hitter Terry Harper started the inning with a double off Frank DiPino, and scored on Murphy's blooper to left field. One up, Washington hit his 15th homer of the season. Houston starter Nolan Ryan struck out five batters in his seven innings, giving him a total of 201 for the year. Ryan has struck out 200 or more batters in 10 different seasons.

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## Two Late Bloomers Coming Into Flower

International Herald Tribune

LONDON — Nothing is lost until the final whistle, no summer given up before the fall.

There is time, even within a sporting lifespan, for the latecomer. And as we Europeans feel the warmth of our Indian summer, two soccer careers come into overdue bloom.

Mathias Herget and Peter Barnes were until now the game's opposites. The West German so lacked eye-catching skills that he was sent out to train as an engineer; the English boy, a gifted soccer player, was ushered toward fame before adolescence was through.

By 25, the sporting prime, Barnes had come and gone, and Herget had never arrived. Now they are both on the brink of fulfillment, with Herget ahead.

Herget led unfashionable Bayer Uerdingen to its first major honor as the country's cupholder in the spring and now into Europe. He has also just scored the splendid goal that assures West Germany's place at the World Cup. Nearing 30, he is the 16th candidate as sweeper to replace Franz Beckenbauer.

Barnes, a year younger, is becoming a born-again star. In his youth he played to crowds of 40,000, gathered England caps by the handful and was sold and resold for millions.

But, either mistrusted genius or prodigal prodigy, he was reduced two years ago to reserve soccer in Leeds before an audience (including gamblers) of 150.

By a quirk of fortune, Barnes is back, enjoying not merely the long promised renaissance of English wingplay but a share in Manchester United's record-breaking season.

Long past that illustrious club's own best, United is one game from equaling Tottenham Hotspur's 25-year record of 11 consecutive victories in the English League.

Altogether different stories, Herget and Barnes. The ngly ducking who toils away until all the swans have been tried and failed, the dazzling boy star who became perhaps too flashy in an age that placed winning first and entertaining nowhere.

What binds them is sensitivity, something that brusque, impatient managers of soccer teams simply had no time for.

Herget had, he admits, taken rejection too deeply. "When VFL Bochum decided it was over for me in the Bundesliga," he recalls, "it took me two years to get over it."

He was rescued in 1982 by Uerdingen, a club itself without a past and no sign of a future. Uerdingen was by far the least fancied of two clubs under the financial wing of Bayer, the pharmaceutical firm. Leverkusen was the fa-

vored team; Uerdingen, in the industrial center of Krefeld, was unwelcomed.

Within a year of tempting Herget to marshal his defense, however, Uerdingen was promoted, and within another few months Herget, at 27, became its first international.

Jupp Derwall remembered Herget as a former amateur international and tried him in five matches. But Derwall, too, doubted Herget and omitted him from the 1984 European championships.

"Mathias was almost destroyed again," says the Uerdingen manager, Karl Feldkamp. "I have never seen a player so devastated."

Yet he persevered for his club and Beckenbauer, no less, replaced Derwall. And Beckenbauer understands the sweeper, or libero, as he created the role.

Beckenbauer was also looking for someone to

take responsibility, someone who had not had life's riches thrown at his feet (on which score he, as manager, had castigated various West German stars in a Playboy article).

Herget, clearly no playboy, is as solid as the malibu — the dark, sweet malt beer — with which he celebrates the good times.

He had studied from outside the struggle to find Beckenbauer's successor since 1977. He grew to cherish the opportunity, to read the complex role of being the last line in defense yet conjuring time and room to create, even to score.

In Prague, where West Germany won, 5-1, Herget struck a free kick into the net from 20 yards with the assurance of — well, guess who? In Stockholm last Wednesday he was more spectacular. Pierre Littbarski, the little Cologne winger, teased the Swedish defense and, when he was ready to part with the ball, Herget was ready too.

By exemplary timing he had run unseen into position, and when he struck his shot from the edge of the penalty area it whistled cleanly into Sweden's goal. As economical, as chemical as . . . you know who.

## OBSERVER

## Sic Gloria Transit

By RYCKEL Baker  
NEW YORK — When we heard that Hurricane Gloria might be coming our way we called the old American maxim that says, "When terrified, go shopping." As a result, we now have:

1. Ten gallons of bottled drinking water.  
2. A carton of canned cold-cream soup. (Doesn't have to be heated before eating; our electric stove is useless whenever wind takes down the power lines.)

3. Two spare can openers. (Our regular can opener is always lost when it's needed and, the manufacturing industry being what it is these days, by buying two can openers you might get one that works.)

4. A battery-operated radio.  
5. A backup set of radio batteries guaranteed to last up to six months. (In case of an unusually long hurricane.)

6. A regular-size flashlight and a giant-size flashlight. (The regular size for hunting for lost can openers; the giant size in case we have to go outside — we don't want neighbors to think we can't afford the biggest.)

7. A molded tarpaulin car cover to fit over the automobile. (Guaranteed to keep hurricane-force rains from getting through the crack in the windshield.)

8. Forty feet of tarpaulin-car cover tie-down rope. (When tied to the car cover and lashed around the car axles, this is guaranteed to keep the tarpaulin car cover from blowing away in winds up to 110 miles per hour.)

9. Brightly colored tarpaulin-car cover tie-down. (If winds exceed 110 mph this will not only give the tarpaulin-car cover excellent aerodynamic stability in the upper atmosphere but will also, thanks to its bright coloring, make identification and recovery easier after the hurricane.)

10. Three dozen elegantly tapered candles fit for the finest table. (The store had locked up all its cheap candles at the first hurricane warning.)

11. Four silver candleholders which Vincent Price wouldn't be ashamed to be caught in the same haunted house with. (These were a bit pricey, but anything cheaper would not have done credit to the candles.)

12. Six rolls of masking tape for

taping across big window panes to avoid "shrapnel effect" created when high winds propel shards of broken glass through the air. (We don't have any big window panes, but bought the tape anyway, figuring we could immobilize the cats safely in the cellar by wrapping them mummy-style in masking tape.)

13. Two large tanks of propane gas. (I don't know what to do with propane gas even on a clear day, but the radio said to have some available.)

14. Five gallons of milk and 10 large family-size loaves of bread. (As I explained to an angry woman who protested my taking all the bread and milk left in the store, we have an infant baby in the house.)

15. Three gallons of gin, three gallons of rum, two cases of an unpretentious California zinfandel and two quarts of brandy. (We have an infant baby in the house.)

16. A water-resistant pet signaling collar that can be strapped around cats just like a flea collar. (When cats are blown far away by hurricane winds, the personalized radio signal transmitted by the pet signaling collar on the local police radio frequencies will make it easy for the police to locate and rescue the poor creatures. The signal passes readily through most substances, including masking tape.)

17. Two rowboats fully equipped with oars, bailing buckets, caulking compound and street maps. (To facilitate emergency movement during heavy flooding, we decided on two rowboats since the children were bound to demand the use of one to visit friends.)

18. New cosmetic kit — including comb, hair mousse, spray-on rouge, stick-on teeth caps, etc. — all packaged in a waterproof oil-skin bag. ("Guarantees you can be ready to go on camera in just seconds or less should you be asked for interviews by marauding TV crews during floods, ship disasters at sea, water-main breaks or hurricanes," according to the literature accompanying the warranty.)

19. A cord of wood and a quantity of kindling. (To make toast and warm house while waiting for devastation to be cleared away.)

20. Carrier pigeons to transport vital news reports to printing presses.

New York Times Service

## Good Grief! Charlie Brown Is 35



Charles M. Schulz

NEW YORK — He doesn't look a day over 10, but Charlie Brown and the rest of the "Peanuts" gang are celebrating their 35th birthday today.

"Peanuts," which sprang from the fertile mind of Charles M. Schulz when he was 27 years old, has generated 30 television specials, four movies, two Broadway plays and countless merchandise. The collected strips have sold more than 300 million copies in book form. In a recent interview with Leonard Maltin of "Entertainment Tonight," Schulz, 62, reflected on the evolution and longevity of his "Peanuts" comic strip. Excerpts:

**Maltin:** Do you feel that your whole life has been pretty much tied to this medium?

Schulz: Yes, I sometimes say that I'm not sure that it was a very great ambition, but my dad and I enjoyed the funny papers. My mother used to say, "How could you sit there and laugh when you're so young?" I don't understand that.

**Maltin:** Did you ever have any wavering of thought about what you were going to do with your life?

Schulz: I had a few doubts that I wasn't able to do it. Right after high school I sent an application to Walt Disney and got turned down flatly, but that didn't discourage me. I used to see how good some of the cartoonists were and I used to sit at home in my bedroom and draw comic strip after comic strip.

But I think I've always been obsessed by the medium. It's a strange medium because it isn't given much glory in our society. It's still regarded one notch below burlesque, I'm afraid. And so, you have to be very careful to judge the compliments that you get when people say how good something is that you're doing.

**Maltin:** Are you the kind of person who believes that if you want to get a job done right, you've got to do it yourself?

Schulz: No, and I'm not sure that I'm the person that probably can even draw this strip the best. There are other people who can draw much better than I can but I think I have a certain feel for this. I think I may not be the best comic strip artist that has ever

lived, but I bet I know more about drawing comic strips than anybody who has ever been in this business. I have a feel for this rather insignificant business.

**Maltin:** There was a time when everything was very detailed in a comic strip, particularly the serious ones, but even some of the funny ones. When you came along with "Peanuts," you simplified all that.

Schulz: Well, for one thing I wanted to get the reader right down to the level of the characters. We never use camera angles so there's no looking down on the kids. There has to be a consistency here and I think there is a consistency in the style of the caricature all the way through. The ears are caricatured to the same extent that the nose and eyes and fingers and everything is. Now, I think warmth is very, very important. Cartoon characters should have warmth.

**Maltin:** What about the actual style or format? Has any of that changed over the years?

Schulz: It's difficult to tell until I look at some of the reprint books and then I see that, yes, I could have drawn that better. You don't notice it when you're drawing day after day after day. The characters do change. They get smaller, they get taller and they shrink and then you find a reprint book coming out your year

two later and then you think, Charlie Brown is getting a little taller, or Snoopy's stomach isn't quite drawn the way it should.

Now what is interesting is that as you become better at something you no longer can draw it. I think of Snoopy lying on the doghouse and the way I did the drawing at that time. Now that I've learned how to draw it better I find it doesn't work anymore.

**Maltin:** What character has changed the most in your eye?

Schulz: Snoopy! Snoopy started off as simply a cute little dog, a cute little puppy and then he grew to a very gross caricatured dog with a long neck and I can't believe I drew him that way in those days. If the syndicate had any sense, they could have called me up and said, "You're fired, we hate the way you're drawing." But I have to keep going back to warmth. There was hardness to some of the things that I was drawing at a certain time.

**Maltin:** How do you keep your enthusiasm working on a strip day to day?

Schulz: Yeah, sometimes it's not that fascinating. Some Sunday pages, when you think of the idea you know it's just going to be plain hard work. And others you can hardly wait to draw it because it's going to be so much fun — especially if there's a lot of action and a lot of wild expression and things like that. Then it's fun to do. But if it's going to be Schroeder playing the piano with Lucy leaning on it for 12 panels, that's just plain hard work.

**Maltin:** I know you get a ton of mail.

Schulz: I received a letter from a young girl last year who said she thought it was time for Lucy to stop pulling away the football from Charlie Brown and that it was kind of cruel. Now, she may be right. As the years go on, you look at things a little bit differently. I mellowed considerably. I'm not as sarcastic as I used to be and the characters in the strip aren't as sarcastic.

**Maltin:** Do you feel that you are consciously trying to do a more realistic comic strip?

Schulz: It is pretty decent humor. Everything that we have done has been pretty decent.

Maybe it sounds prudish but I don't think there is anything wrong with being prudish and I don't see anything wrong with being nice.

**Maltin:** Have you ever caught yourself consciously changing something about the characters?

Schulz: I suppose the most conscious thing would be trying to let Lucy down so she is not as mean as she might have been. I've eliminated characters because they just didn't work. I eliminated Frieda's cat because I discovered that I really didn't draw just a very good cat. Also, the introduction of certain characters spoiled the other characters. I introduced another brother for Snoopy a couple of years ago simply because I thought the name Marbles was a great name for a dog who would be spotted, but I discovered having another dog in the strip took the uniqueness away from Snoopy. It destroyed the little relationship between him and the kids.

**Maltin:** In 35 years time have you ever thought about really shaking up some of the conventions that you yourself have developed? Have you ever thought about not having Charlie Brown be a loser at a certain point?

Schulz: That would be the worst mistake you could make. It would be like Lili Abner getting married, which was the worst mistake Lili Abner ever made. And once Charlie Brown begins to win, and you give into these little temptations, your whole structure will collapse.

**Maltin:** How would you sum up what you do?

Schulz: I think cartooning has a certain quality and a certain charm unlike any other medium, whether it is somebody drawing for 2,000 newspapers, or if it's somebody drawing a little cartoon on the outside of an envelope to a friend. There is a bringing of joy, a bringing of happiness — without being too pompous — but it is worth something, and people like to draw funny pictures. Even if you don't draw, it is still fun to do it and I guess that's why I do it. I like to draw something that is fun.

## PEOPLE

## Balloon Race Winner

The winner of the 1985 Gordon Bennett Balloon Race was the Austrian balloonist, piloted by Joseph Storzbaum and Gert Scholz, which landed at Sanary, near Toulon, in France, 212 miles (342 kilometers) from the takeoff point in Geneva. Germany 3 was the last balloon to land, touching down Monday after spending 44 hours in the air and flying only 42 miles.

A Los Angeles teletext for the victims of the earthquake in Mexico drew more than \$5.2 million in pledges, an amount expected to increase as organizers tally contributions from viewers outside the United States, officials said. "This was all organized in one week and it went wonderfully. We're very proud of it," said Laura Valverde of KMEV, a Spanish-language television station. The money will be sent to the Mexican Red Cross to set up clinics and to buy medicine and food, an American Red Cross spokeswoman, Mitzie Rodriguez, said. A Live Aid book has gone on sale in the United States, featuring pictures and interviews of the stars who participated in July's concert to raise money for the victims of famine in Africa. Bob Geldof, the Irish leader singer for the Boomtown Rats, who organized the event, said 200,000 copies of the book have already been sold in Britain and 300,000 copies of a magazine version had been bought in France. Geldof said donations to Live Aid so far totaled roughly \$67 million but said the campaign left him broke. He said that friends had to put up the money for him to fly to New York to promote the book.

Thomas Monaghan, who owns the Domino's pizza chain and the Detroit Tigers, now has a set of Duesenbergs. He paid \$1 million for a 1929 Duesenberg at an auction of the 1,400-vehicle collection of late casino owner William F. Harrah in Sparks, Nevada. Monaghan says he will put the Duesenberg in the foyer of his office next to one he bought last week for the same price. "I think they'll make a pretty good pair, don't you?" he said.

Prime Minister Margaret Thatcher's favorite food is zucchini stuffed with shrimp and served

with a cheese sauce, according to a new book published in Britain. Janet Collins asked for it to contribute a recipe to "Famous Fare," a book about the favorite foods of well-known people in Britain. She said the book was compiled to raise money for a children's hospital in Oxford, England. Others contributing recipes included Edward Heath, the former prime minister; Princess Alexandra, a cousin of Queen Elizabeth II; and Robert Runcie, the archbishop of Canterbury.

A daughter has been born to Mary Cunningham, the former Bendix Corp. executive who quit her job in 1980 amid rumors of a romance with her boss, William Agee, whom she later married. Mary Anne Agee weighed in Monday at 9 pounds 4 ounces (4.1 kilograms), said Susan O'Brien, a spokeswoman at St. Margaret's Hospital for Women in Boston. Cunningham recently left her post at Joseph E. Seagram & Sons Inc. to work full time on the venture-capital business she formed with Agee.

Christian Onassis, 34, has filed for divorce from her fourth husband, the French businessman Thierry Roussel, sources close to the Onassis family said Tuesday. The sources said the divorce petition was filed last month in Switzerland, where Onassis is a resident of St. Moritz. Onassis, who heads a shipping and real estate empire inherited from her father Aristotle Onassis, married Roussel, 33, in France in 1984. The couple have an eight-month-old daughter, Athina.

Australian-born Sir William Heseltine is to become Queen Elizabeth II's private secretary when Sir Philip Moore retires next April. Buckingham Palace announced Tuesday. Heseltine, 55, has been deputy private secretary since 1977. He was formerly the queen's press secretary, and in that role he was credited with shaping the modern royal image of a hard-working monarch. Sir Philip, 64, has been in his current post since 1977. The main function of the private secretary is as liaison between the queen and her government.

## ANNOUNCEMENTS

## AID FOR MEXICO'S EARTHQUAKE VICTIMS

The Mexican Embassy in Paris would appreciate kind contributions on behalf of the National Frontiers, the governmental institution in charge of Mexico's reconstruction.

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BANQUE PARIBAS  
17-21 Avenue Raymond Fenech  
75016 PARIS

Acct: "Solidarité de l'Europe"  
N° 152978

The Mexican Embassy thanks you for your solidarity.

HAVE A NICE DAY! BOKE! Have a nice day!

## ANNOUNCEMENTS

## EXPLORE YOUR INTERESTS WITH WOMEN'S JOURNAL

Women's Journal for Continuing Education is a leading authority on women's issues. It offers a wide range of courses, seminars, and workshops. For more information, contact: Women's Journal, 1234 Main St., New York, NY 10001.

## ALCOHOLICS ANONYMOUS

ALCOHOLICS ANONYMOUS is a non-profit organization that helps people overcome alcohol addiction. For more information, contact: AA, 1234 Main St., New York, NY 10001.

## PERSONALS

HAPPY BIRTHDAY MARY HUNTER! Have fun! Love, Susan & John.

HAPPY BIRTHDAY MARY HUNTER! Love, Susan & John.

HAPPY BIRTHDAY SUNSHINE! Love, Susan & John.

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